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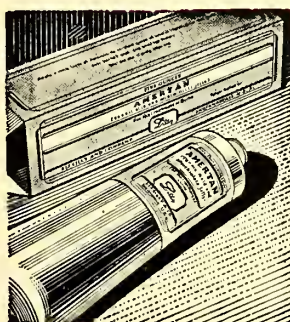
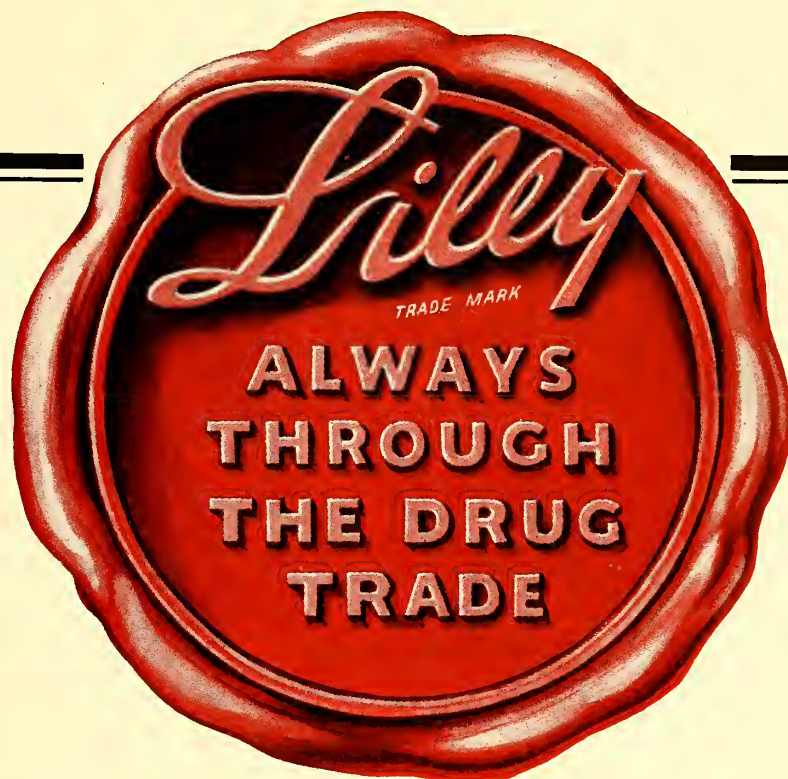
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VOL. CXXXIII

AUGUST 31, 1940

Annual Subscription (with
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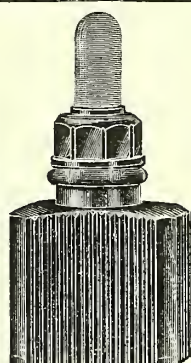
"Regulator"
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"Oiltite"
Amber Square 800



"Oiltite"
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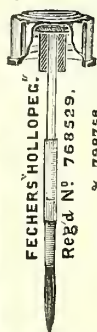
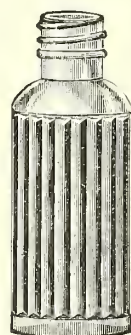
"Regulator," fig. 308
 $\frac{1}{4}$ oz. 4/9, $\frac{1}{2}$ oz. 5/6, 1 oz. 5/6, 2 oz. 6/- doz.

"Oiltite" Square, fig. 800
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2 oz. 6/6 doz.

"Oiltite" Poison, fig. 801
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For Iodine stipulate "HOLLOPEG." There is no other fitting to compare with it and it costs no more



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White	2/8	3/2	3/6	4/3	doz.
Amber	2/10	3/4	3/9	4/6	„

THE "IODAB"

	oz. $\frac{1}{2}$	oz. 1	oz. 2	
White	2/10	3/2	3/10	doz.
Amber	3/1	3/5	4/1	„

"IODAB"



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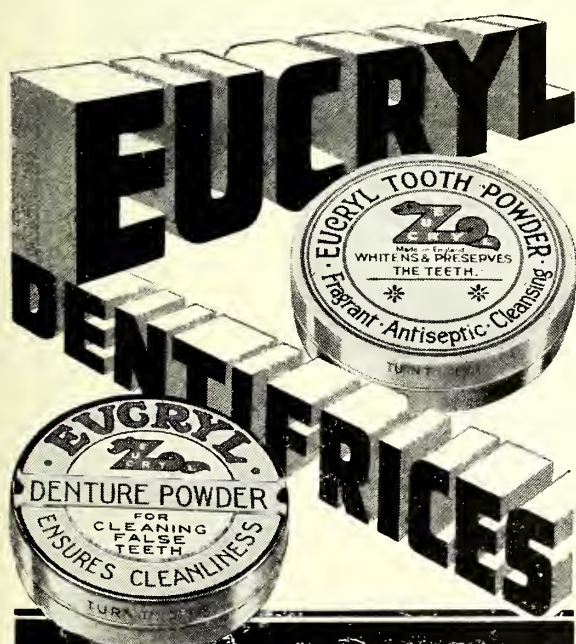


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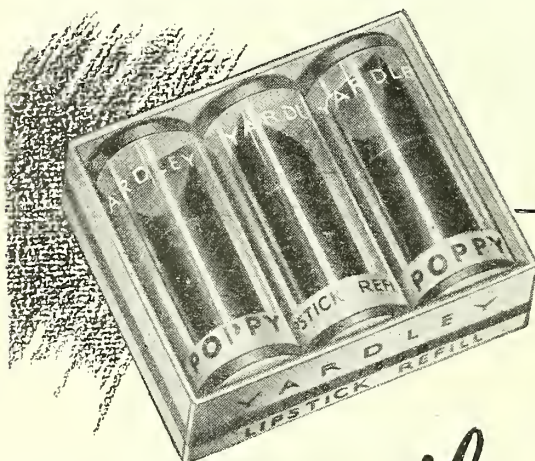
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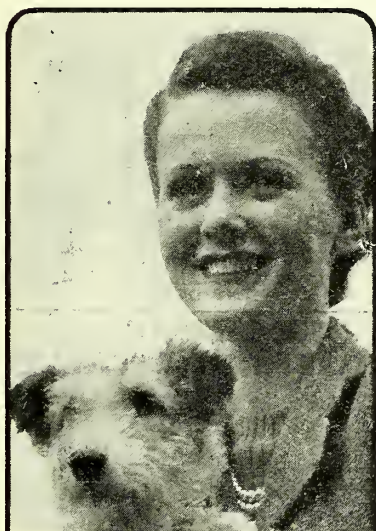
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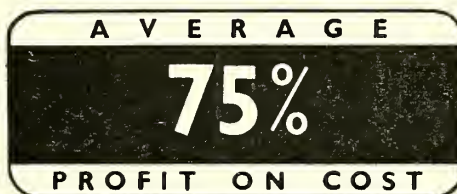
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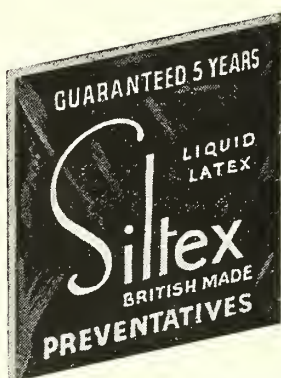
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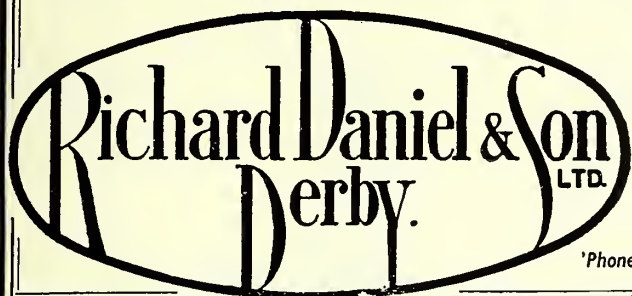
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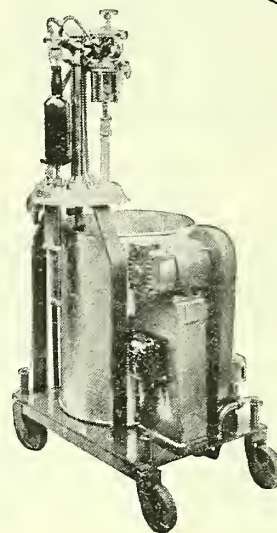
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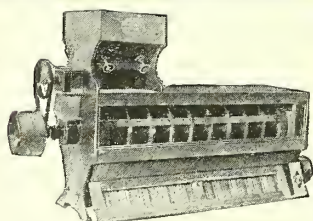
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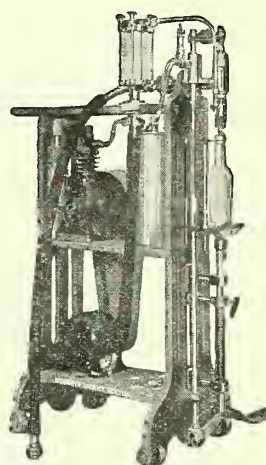
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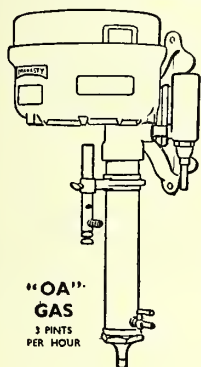
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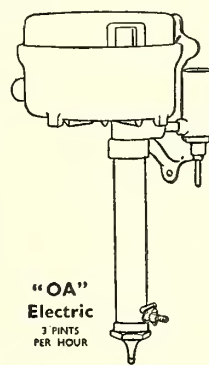


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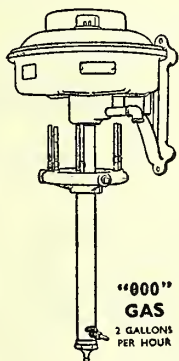


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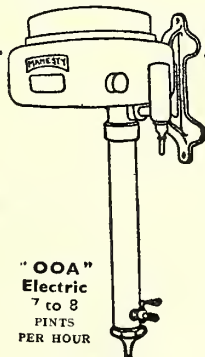
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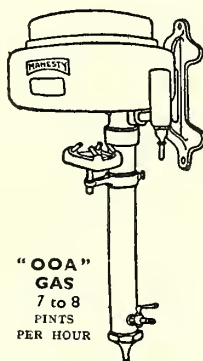
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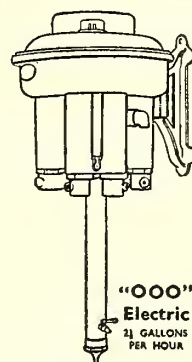
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2 GALLONS
PER HOUR



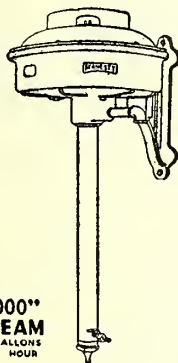
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PINTS
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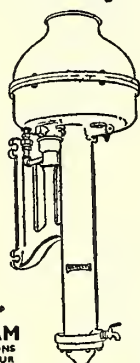
"00A"
GAS
7 to 8
PINTS
PER HOUR



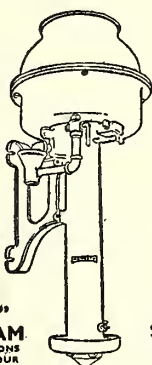
"000"
Electric
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PER HOUR



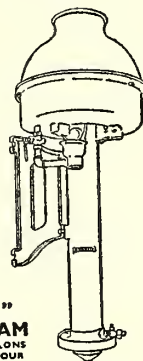
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STEAM
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PER HOUR



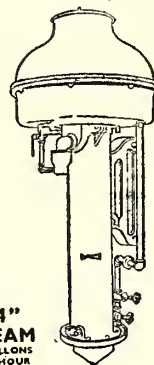
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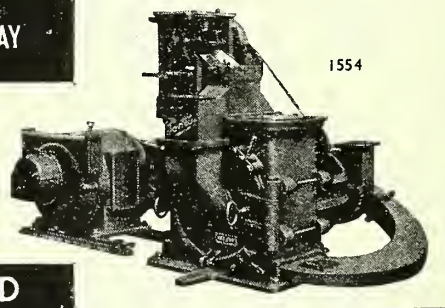
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NEWS OF THE WEEK

Loan to Exchequer.—William Blythe & Co., Ltd., chemical manufacturers, Church, Lancs, has lent the Chancellor of the Exchequer £50,000, free of interest, for the duration of the war.

War Bonus for Soap Workers.—Soap and candle trades workers to receive, under a Joint Industrial Council award, a war allowance 5s. per week for adult males and 2s. per week for adult females, proportionate advances for juniors, from the first pay day in January.

Sugar Prices.—The Ministry of Food has issued the Sugar Maximum Order, 1940 (S.R. & O., 1940, No. 1539), relating to the control of wholesale and retail prices of sugar. Copies may be obtained from H.M. Stationery Office, Kingsway, London, W.C.2, price 1d.

Later Opening After Air Raids.—By arrangement among themselves a number of chemists in Lancashire are posting notices in their shops announcing that after night air-raid alarms their premises will remain open until 10 a.m., so as to give assistants, especially those on duty during the night, an opportunity to rest.

Tins and Cans.—The Minister of Supply has issued as The Control of Tins and Cans (No. 2) Order (S.R. & O., 1940, No. 1513) regulations amending The Control of Tins and Cans (No. 1) Order. Among other things, the following commodities are transferred from the heading "Food Products" to "Other than Food Products": Extract of malt, malt extract and pellets, malt extract and cod liver oil, medicinal powders and tablets, seidlitz powders, strychnine, sugar of milk.

Spitfire Contributions.—Among contributions to the Mayor of Blackburn's fund to provide a Spitfire fighter aeroplane is one of £100 from Cephos, Ltd. (manufacturers of headache powders), Blackburn. Mrs. O. & A. H. Hunter ("Hunters the Chemists"), Market Place, Blackburn, have given £100 towards the purchase of a Spitfire by the Mayor of Wigan. The Widnes and Runcorn works of Imperial Chemical Industries, Ltd. (general chemicals group), are providing a Spitfire from their donations.

Cosmetic Factories Scheme.—Arrangements have been made by the Ministry of Commerce whereby members whose factories are destroyed or isolated as a result of air raids will receive assistance from other manufacturers. A register has been compiled by the Chamber of Commerce in which particulars are kept of the plant available in the districts in which particular factories are destroyed. Information can be provided regarding the most suitable concern willing to co-operate in the scheme.

Plastics Control.—The Minister of Supply has appointed Mr. A. J. Ryan Board to be controller of plastics. The control is being set up to regulate the consumption of plastics, which are being used in increasing quantities in connexion with the armaments programme. The control will also make arrangements for the supplies of the principal raw materials used in these manufactures, the more important being formaldehyde, urea, phenol, cresol, cellulose acetate, nitro-cellulose and acet casein. A further announcement will be made in due course regarding the detailed control arrangements. Mr. Board is at present controller of molasses and industrial alcohol, which position he will continue to hold. Inquiries should be addressed to the Ministry of Supply, Plastics Control, Great Burgh, Epsom, Surrey.

Torch Batteries.—Although substantial quantities of torch batteries are being produced in the United Kingdom it may be necessary to supplement them with imports for the winter months. To ensure adequate supplies, the Import Licensing Department of the Board of Trade is compiling a register of importers to whom import licences can be issued if necessary. Firms desiring to import torch batteries are asked to send the following particulars to the Secretary, Torch Battery Imports Advisory Committee, 69 Cannon Street, London, E.C.3, as soon as possible and certainly before September 7: (1) Imports of torch batteries during the year ended May 31, 1940, showing c.i.,

value and quantity of each type of battery imported from each separate country; the return should include only batteries for which the applicant was directly responsible for paying the overseas supplier. (2) Pre-war experience of the torch-battery trade, whether as manufacturer, importer, wholesaler or retailer.

Glycerin Control.—We are informed that in view of the need for glycerin for explosives, etc., a voluntary system of control of supplies of the substance has been drawn up by The United Kingdom Glycerin Producers Association, 4 Water Street, London, E.C.4, in collaboration with the Ministry of Supply. The intention is to eliminate all unnecessary consumption of glycerin in the home trade. All supplies should be obtained through the usual channels and wholesalers will treat each case on its merits in deciding on the amount which it is possible to release. There is a total prohibition of further releases of glycerin for the manufacture of tooth-pastes. Otherwise there is no complete ban on supplies for medical and pharmaceutical purposes, but supplies are likely to be restricted to one-third of former consumption. It is hoped to secure the co-operation of affected consumers, but if the scheme is found to be impracticable it is anticipated the Ministry of Supply may limit supplies by introducing a compulsory control.

Dangerous Drugs for Dentists.—Certain dental companies entered on the list of bodies corporate carrying on the business of dentistry published by the Dental Board of the United Kingdom have been in the habit of obtaining supplies of cocaine for the purpose of the business carried on by the company. The Home Secretary is advised that such companies, not being "registered dentists" within the meaning of the Dentists Acts and of the Dangerous Drugs Regulations, 1937, have, in the absence of the Secretary of State's licence, no authority to be in possession of any drug to which the Regulations apply. Unless a licence is obtained, it is necessary for each registered dentist in the employment of the company to obtain for his own use all such drugs required in his practice and to record his purchases in a register. The Secretary of State, however, is empowered by Section 12 of the Dangerous Drugs Act, 1920, to grant licences, and he is prepared to consider applications for a licence by dental companies entered on the above-mentioned list. Such licences would only authorise the company to obtain the drug for the use of dentists in their employment. Dental companies are requested to inform the Secretary of State whether any drug covered by the Dangerous Drugs Regulations, 1937, is used by the company or its branches, the form in which it is used, and whether a licence is desired.

SCOTLAND

Duncan Medal Award.—This award, open to pharmacy students at Heriot-Watt College, Edinburgh, has been won by Kenneth McIntosh, Edinburgh. Mr. McIntosh served his apprenticeship with his father, Mr. F. M. McIntosh (Lindsay & Gilmour, 11 Elm Row, Edinburgh), and was educated at George Watson's College. He has a brother in business as a chemist in Edinburgh.

Potassium Permanganate in Chocolates.—John Millar, Revack Lodge, Crieff, was sentenced to three years' penal servitude at Perth recently on a charge of sending a box of poisoned chocolates through the post to Mrs. Ferguson, Heatherbank, Ballater, with intent to murder her. Mrs. Ferguson said she received through the post a parcel containing a green box of chocolate sweets "They are very health-giving and full of vitamins," said the sender. Witness tasted one of the sweets and found it very bitter. It burnt her mouth for a time, so she threw it away, giving the box to her bank agent with an explanation. The agent said that when he examined the sweets he found they had been tampered with. Part of the base had been cut away and a number of dark crystals inserted in the cavities. A chemist who examined them found the crystals were of potassium permanganate.

EMPIRE AND FOREIGN NEWS

Reports on Australian Industries.—Reports issued by the Commonwealth Bureau of Census and Statistics on various Australian industries give detailed information for the years 1938-39 in regard to articles produced and materials used, numbers of factories, numbers of persons employed, wage rates, etc. The following reports are among several available on loan from the Department of Overseas Trade, Great George Street, London, S.W.1: Chemicals, Drugs and Medicines; Chemical Fertilisers; Soap and Candles.

Drugs and Medicines for Chile.—A meeting was recently held by the Department of Control of Drug and Pharmaceutical Prices of the Chilean Ministry of Health to discuss the feasibility and means of making an extraordinary import of drugs and pharmaceutical products to the value of about £100,000, in order to have sufficient stocks in hand to cover the country's requirements for a year. The meeting was attended by representatives of manufacturers and importers of drugs, and the proposal was unanimously approved by those in attendance. A representative commission was appointed to study details.

Indian Eucalyptus Oil.—The desirability of reducing the cineol content of eucalyptus oil from 70 per cent. to 55 per cent., and introducing the change in the next edition of the British Pharmacopœia, has been suggested by the Indian Chemical Manufacturers' Association to the British Pharmacopœia Commission. The higher standard, the Association states, has been a severe handicap to development of the eucalyptus oil industry in India, and precludes manufacturers of pharmaceutical preparations in that country from using the Indian eucalyptus oil in the preparations of B.P. products.

Salesmen Released for Service.—We are informed by Major H. A. Geaussen, 61 Pall Mall, London, S.W.1, that Verrinder, Ltd., Johannesburg, in association with Howard Lambert (Pty.), Ltd., and the H. E. A. Smith Distributing Co., Ltd., have arranged to release eleven salesmen for full-time war service, and have accepted the offer of eleven ladies to take their places for as long as present conditions continue. The ladies are Mrs. V. Godwin, Mrs. M. Richburn, Miss M. Wood (Johannesburg), Mrs. V. Whitley (The Reef), Mrs. G. Shires (Pretoria), Mrs. A. B. M. Powell (Bloemfontein), Miss G. Tredrea (Kimberley), Mrs. M. Fenix (Cape Town), Miss J. M. Harmuth (East London), Mrs. V. Gleeson (Port Elizabeth) and Mrs. V. M. V. Field (Durban).

Message of Sympathy from New South Wales.—The registrar of the Pharmacy Board of New South Wales has sent the following letter to the secretary of the Pharmaceutical Society of Great Britain: At the last meeting of my Board the question of the enlistments of members of the pharmaceutical profession in the Australian Imperial Forces was the subject of discussion, and arising from that discussion a resolution was passed that I should write to you extending sympathy on behalf of members of this Board to the Executive and members of your organisation in respect to the strain through which each and every one

of them is at present passing. It was felt by the members of my Board that, whilst we are removed by many thousands of miles from the present seat of war and its consequent repercussions on the practice of our profession, the knowledge that over those thousands of miles the thoughts of your fellow beings joined in that profession were waiting to you in a steady stream of help and sympathy might encourage and aid your members in facing the trials and tribulations of the future. Whatever the future may hold, whatever the dangers and tribulations that may confront the members of your organisation, what affects the hub of our Empire also affects those far-flung parts which constitute the whole and we therefore sincerely trust that the period of night into which the Empire appears to be entering will be but a transitory one leading to the more glorious dawn of a new and better era.

Prescription Pricing Survey in the U.S.A.—Emil C. Horn ("Journal of the American Pharmaceutical Association," 1940, 6, p. 235) describes an investigation into the methods adopted in his area for the pricing of prescriptions. A set of twelve representative prescriptions was sent to each pharmacy in the county, with a request that it should be priced according to the pharmacy's usual method and returned by tabulation anonymously (since the identity of the store was irrelevant). Replies were received from 29 per cent. of the pharmacists written on Ten, representing all types of businesses, were invited to participate in drafting a suggested schedule. It was unanimously agreed that the identity of the committee's personnel should be kept secret, to encourage free discussion. The meeting considered a recommended scale of time, minimum price for any prescription, charge for container, upon which purchase price was to be computed, mark-up on proprietary medicines, broken-package price, etc. These points were decided by separate ballots. Each prescription on the questionnaire was then individually considered and a ballot taken to determine a recommended price. At the committee had agreed on a price, the high, low, and average level of the survey were revealed. To decide how much time was necessary to prepare average prescriptions for ointments, powders and capsules, three pharmacists were asked to dispense identical prescriptions, and the average time required was accepted as proper for that type of operation. The next step was a shopping tour of non-members' pharmacies. Four prescriptions were presented at the local chain and department stores, this revealing the type of dispensing done, the price charged, and the standard of wrapping and labelling. Generally the mixtures were found to be poorly compounded, far from neatly labelled and unsatisfactorily wrapped, and the prices were in many cases higher than those of the average independent pharmacist. The wrapped packages were displayed at a meeting and afterwards opened to display the containers. The survey clearly indicated the need for systematic pricing and resulted in many stores putting into effect a pricing schedule along lines suggested. The writer suggests that the findings may not provide information applicable elsewhere but that the method of approach to the problem could be applied in other areas.

TOPICAL REFLECTIONS

Paper Restriction.—The Control of Paper (No. 20) Order, 1940 (C. & D., August 17, p. 77), tightens restrictions on the use of paper in business to an extent that we need to recognise fully if we are to avoid trouble. The "zero" day was August 16, with the effect that certain things indicated in the Order must not be done as from that date. An outstanding example is the handling of products in collapsible tubes, a matter regarded in the Order as sufficiently important to justify separate directions for wholesale and retail transactions in which they are involved. Wholesalers may not wrap or pack any such tube singly with paper—though, presumably, they may use any other material if they desire (as no doubt they will) to separate filled collapsible tubes for the purpose of transit. Retailers may only use paper for wrapping or packing a tube of this description "for the purpose of securing its safe transit as a separate parcel when it is to be sent by post or otherwise dispatched to or to the order of the customer." It is thus evident that it has become an offence to hand a tube of, say, toilet cream across the counter wrapped in paper unless it is to be posted or "otherwise dispatched" as specified in the Order. It may well happen that in many pharmacies the good habits of a lifetime will gain the ascendancy, and that chemists will find they have unconsciously wrapped an article that should have been passed to a customer in its unadorned simplicity. Tests may be made by the police or some other authority for the purpose of ascertaining whether compliance with the Order is being practised; we have no knowledge that a warning will precede a prosecution.

Unguentum Hydrargyri Nitratis.—The new suggestion for a more stable ointment of mercuric nitrate (p. 106) is worth following up. This *pons asinorum* of the student goes back in some form to the eighteenth century, and has occasioned the shedding of much ink. More than one wholesale (or, as the case may have been, retail) house could tell of wrathful letters received from medical customers complaining of a variable product that in some instances was known to have begun

"working" after standing a few days in a surgery. For the benefit of any of your younger readers who have never made a batch I may record my qualified agreement with the relatively low temperature mixing the official ointment proposed by Squire: his upper limit, however, may be slightly exceeded, and the mixing vessel should be uniformly hot before the final addition takes place. I have no idea what view of this process is now *de rigueur* in the examination room, but place where diplomatic wariness, on the part of the candidate is advisable.

"Perfectly Impossible."—The amount of space you have devoted to the House of Commons discussion on the Purchase Tax Bill in application to medicines, and in particular to proprietary medicines (pp. 99-101), is a measure of the importance of the subject. At the date there is no need to review either the findings of the Select Committee on Medicine Stamp Duties of 1935-37 or the views expressed in the parliamentary proceedings on last year's Finance Bill. The debate reported in your last week's issue reached, it is pleasant to notice, a higher level of understanding than has sometimes been the case when the subject of this character has been under consideration. The Chancellor of the Exchequer pointed out, as an instance of the difficulties besetting the proposals, that if he had accepted an amendment to exempt stamp duties on medicines alone from the Purchase Tax the result would have been to make certain remedies taxable under the Bill when sold by a chemist but not when sold by an unqualified vendor. Sir Kingsley Wood made the noteworthy admission that the present position is "perfectly impossible," and, as you point out, added that if he can get the support of "both sides" he will make an earnest effort to obtain a reasonable solution before the date of the next Finance Bill. The Chancellor is likely to encounter widely differing ideas of the reasonableness of some of the solutions that may be proposed. The case for the complete exemption of medicines from the tax was well put by the two pharmacists members of the House.

Xrayser

COMPANY NEWS

P.C. means Private Company and R.O. Registered Office

PLANTS CHEMICAL Co., LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in chemicals, etc. R.O.: 2 Broad Street Place, London, E.C.2.

CLIFFORD CHEMICAL Co., LTD. (P.C.).—Capital £5,000. Objects: To carry on the business of manufacturers and dealers in chemicals, etc. Director: William P. Webb, 5 Verulam Buildings, Gray's Inn, London, E.C.1.

J. HUME, LTD. (P.C.).—Capital £500. Objects: To carry on business as manufacturers of and dealers in surgical, medical and healing instruments and equipment. A. J. Hume, Edwina, Philely Road, Whitechapel, Glamorganshire, managing director.

TOWNLEY CHEMICAL Co., LTD. (P.C.).—Capital £2,000. Objects: To carry on business as manufacturers of and dealers in soap, perfumes, chemicals, etc. Chas. S. Jackson, "Maryland," Pensarn, N. Wales, director. R.O.: 83 Bridge Street, Manchester.

PORTLAND PLASTICS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturing and retail chemists, druggists, etc. Stanley A. V. Read, 11 Copley Way, Burgh Heath, Tadworth, Surrey, secretary. The first directors are to be appointed.

MELTON DISTRIBUTORS, LTD. (P.C.).—Capital £100. Objects: To carry on business as wholesale dealers in and distributors of perfumes, cosmetics, ointments, etc. The first directors are to be appointed. Solicitors: Syte, Kerman and Phillips, 44 Brook Street, London, W.1.

WICKAIDS, LTD. (P.C.).—Capital £1,000. Objects: To carry on business as manufacturers of and dealers in articles for the treatment of personal injuries, etc. First directors to be appointed. Solicitors: Hardson, Sowerbey, Holden & Co., 5 John Street, London, W.C.1.

PEOPLE'S HERBAL DISPENSARY, LTD. (P.C.).—Capital £100. Objects: To acquire the business of a retail and wholesale dealer in herbal preparations and articles for toilet, medicinal and other purposes carried on by H. J. Orbell as The People's Herbal Dispensary, 27 North Street, Barking, London, E. Henry J. Orbell, 17 North Street, Barking, and Julia A. K. Coventry, 15 North Street, Barking, directors.

Voluntary Liquidation.—J. L. ROBINSON (CHEMIST), LTD., New-
ton Causeway, London, S.E.1. The statutory meeting of creditors held recently; statement of affairs showed liabilities of £3,060 due to trade; loan creditors, £1,800; bank overdraft, £900. The assets were estimated to realise £390, from which had to be deducted preferential claims of £294, leaving a deficiency of £2,964. The company formed in August, 1931, with a nominal capital of £500. Early in 1938 it found itself in difficulties and made an arrangement with the creditors to pay a composition of 6s. 8d. in the £, a portion of which was provided by one of the directors, who was now claiming that sum from the company. It appeared that for the year ended May, 1939, the sales were £4,256, and the gross profit was £2,546 (net loss £84). Since then there had been a further loss on the trading. The directors had received remuneration. The creditors resolved to confirm the voluntary liquidation of the company, with Mr. E. C. Collings, 65 Manchuria Road, London, S.W.11, as liquidator.

Private Arrangement.—OTTO RANDELL-JEFFERIES, M.P.S., The Old Hill, Staffs. A meeting of creditors was held recently. Statement of affairs showed liabilities of £909 (£95 due to debtor's order); trade debts, £763; and partly secured creditors' claims amounting to £116, but creditors held securities valued at £55, leaving £40 to rank for dividend. Assets comprised cash in hand, £5; stock in trade, estimated at £100; fixtures and fittings, £25; good book debts, put down at £36, and goodwill, £200, making total assets of £266, from which had to be deducted preferential claims of £37, leaving assets of £229. There seemed reasonable prospects of the goodwill being realised, as there was a wine licence attached to the premises. Debtor purchased the business in January, 1931, and paid £7 for the goodwill, having borrowed £350. Accounts showed that in the year to March 31, 1938, the turnover was £1,782 (profit £315, drawings £322). In the following twelve months the turnover was £725 (profit £270, drawings £311). In the subsequent period to May 18, 1940, the turnover was £1,719 (profit £196). The creditors resolved that the matter should be dealt with under a deed of arrangement.

Bankruptcy.—WILLIAM HENRY CECIL NICHOLAS, 9 Wensley Green, Chapel Allerton, Leeds, manufacturing chemists' representative. Debtor attended at Leeds recently for his public examination, when it was stated that the deficiency amounted to £140. He had carried on business as a manufacturing chemist at Liverpool, but got into difficulties and borrowed money. When creditors began to press he filed his petition. He was now earning £5 a week in employment, and the registrar suggested that he ought to pay his creditors £1 a week. The debtor replied that he was unable to pay anything.

PERFUMERY FACTORY BOMBED

ON Thursday, August 15, the modern factory and offices of Bourjois, Ltd., perfumers and toilet soap manufacturers, were bombed by the Nazis, and the whole of the building was practically destroyed. Fortunately the staff had left the premises at 5.30, and when the raid took place only a few people were in the building. Had the raid taken place during working hours, it is impossible to state what the death roll might have been. A few months ago the firm secured, as a precautionary measure, premises at 36 and 33 Grove Road, Sutton, for use as offices in the case of emergency, and also took a large hall in the neighbourhood for storage purposes. By the Monday following the raid the temporary offices were fully equipped and in working order.

On the same day members of the staff were assembled at the Masonic Hall, Sutton, to receive their wages, which would normally have been paid on the previous Friday. The managing director, Mr. P. G. Pattinson, then addressed the staff and congratulated them on their wonderful escape. Mr. Pattinson pointed out that since the outbreak of war the firm's factories at Warsaw, Brussels, Copenhagen, Oslo, Antwerp, Vienna, Prague and Paris had all been destroyed in successive *blitzkriegs* or fallen under Nazi domination, and now the London factory itself had suffered, but the spirit and ramifications of the firm were such that, from the executive staff downwards, everybody was confident of the future. Steps had already been taken to provide another factory, and Mr. Pattinson said he would never be content until Bourjois House at Croydon was rebuilt, but this, of course, could not take place until the end of the war. He expressed his regret that any unemployment should be caused, and proposed that he should meet the staff again when he would again pay them their week's salary and state how many of the staff could be absorbed immediately. Those who had worked so hard over the week-end would be given double pay, and he had every confidence that in a very few weeks those of the staff who cared to resume at the new factory, wherever it might be, would have the opportunity of doing so. He pointed out that the business was such that he would welcome the few weeks' break before work could be resumed.

After speaking of the loyalty of the staff, Mr. Pattinson pointed out that it was a tribute to the reputation of the House of Bourjois that competitors from all over the country had overwhelmed him with offers to place their factories, offices, and any other help, at his disposal. He specially referred to the indefatigable help rendered by Mr. Leedham, Mr. R. G. Pattinson, Mr. English, Mr. Cobban (works manager), Mr. Blockley, Miss Bell, Miss Fraser, Miss Brown, and Miss Devonald. Everybody had been so willing it was difficult to individualise. He wished everybody luck and looked forward to the return to Croydon.

INSURANCE ACT DISPENSING

Somerset.—Prescriptions issued in the Insurance Committee's area during 1939 totalled 449,974 (17,539 more than in 1938). The amount credited to chemists was £17,187 (an increase of £1,263). The average cost of ingredients and dispensing per patient was 9.185d., compared with an average of 9.220 for the S.W. district. Mr. W. Deacon (vice-chairman) asked if the S.W. Committee had taken into account the effect of the proposed Purchase Tax upon the sales of drugs. The chairman replied that in the absence of authoritative information as to these proposals it was difficult to make a move, but he would welcome a proposition from Mr. Deacon asking that serious attention should be given to the matter. There would be increased cost to the Ministry, and every Insurance Committee as well as every insured person would experience reactions. It was resolved, therefore, on the motion of Mr. Deacon, seconded by Mr. W. C. Banwell, that "This Committee views with concern the proposed increase in the cost of drugs and dressings for insured persons as proposed in the new Finance Bill, and asks the National Association of Insurance Committees to take no steps to burden insured persons."

Surrey.—At the annual meeting of the Pharmaceutical Committee on July 3, Mr. C. B. Harrison, 479 Upper Richmond Road, East Sheen, was appointed *Chairman*, and Mr. G. S. Powell, 33 Station Road, Redhill, *Vice-Chairman*. The pharmaceutical service subcommittee is unchanged. The Committee's report gives the following statistics:—

	1939	1938
Number of prescriptions	1,515,912	1,453,577
Prescriptions, ingredient prices	£33,200	£30,024
Dispensing fees	£27,735	£26,359
Average total of insured persons	415,894	390,502
Average cost per prescription	9.6d.	9.3d.
Average cost per insured person	35.3d.	34.7d.

Walsall.—At a meeting of the Insurance Committee recently it was announced that the hours at which chemists were available for dispensing on Sundays had now been regularised; notices had been issued announcing that chemists would open according to a rota.

RECENT DEVELOPMENTS IN THERAPEUTICS

by F. Prescott, M.Sc., Ph.D., A.I.C., M.R.C.S., L.R.C.P.

VI.—Hypnotics and Analgesics

Hypnotics and Sedatives.—The central nervous system is very sensitive to the action of drugs, which in most cases have a depressant action. A drug can only be used therapeutically as a depressant of the central nervous system when, in moderate doses, it produces no permanent ill effects on the latter, and when the dose required to produce hypnosis does not unduly depress the vital centres controlling respiration and the circulation. Until the discovery of the hypnotic action of chloral (1868) only such naturally occurring substances as opium had been used to produce sleep. After the introduction of chloral a search was made for synthetic hypnotics, culminating in the discovery that barbituric acid could be used to induce sleep. The older hypnotics, such as chloral, paraldehyde and alcohol, act by depressing the cerebral cortex, whereas the more recent ones, which are mostly derivatives of barbituric acid or urea, act on that part of the brain known as the thalamic region. Morphine and related drugs probably act on both regions. When hypnotics are given in doses insufficient to produce sleep, they act as sedatives on the central nervous system, and hence in low dosage are employed for this purpose.

Urea and Valerianic Acid Hypnotics.—Urea, $\text{CO}(\text{NH}_2)_2$, has no hypnotic action, but partial or complete replacement of the amino groups produces substances with a hypnotic effect. Thus acetylation and bromination of the diacetyl derivative forms bromodiethylacetyl urea (carbromal), a mild hypnotic with very little "hang-over." It is effective in inducing sleep, but this is not prolonged and may last only four to six hours. The hypnotics derived from urea are less powerful than the barbiturates, and are hence used in preference in the treatment of insomnia arising from mental anxiety, restlessness and cardiac disease. Other urea hypnotics are phenylsemicarbazide and allylisopropylacetyl urea (Sedormid). The latter is a mild hypnotic, stronger than bromides, but weaker than the barbiturates in action. The well-known sedative action of valerian in mental disorders suggested that derivatives of valerianic acid might possess a sedative action. Some of these derivatives, such as the borneol ester of bromisovalerianic acid (Valisan), the valerianates of caffeine, morphine and cocaine (Trivalin), and the diethylamide of valerianic acid (Valyl), are used for their soporific and sedative action in the treatment of neuroses, hysteria, neurasthenia and climacteric disturbances. A combination of urea and bromisovalerianic acid, bromoisovalerianyl urea, has also been used as a hypno-sedative.

Barbiturates.—Barbituric acid, barbitone or malonyl urea, is a cyclic urea derivative or ureide, which is pharmacologically inactive. Its derivatives, however, are powerful hypnotics, and a large number of these have been introduced into therapeutics. Since they vary in the intensity and duration of their actions they are finding increasing use for a variety of purposes, e.g. hypnosis, treatment of epileptics, narcosis in childbirth, and for premedication and induction of anaesthesia. The different barbiturates vary in the extent and duration of their hypnotic action according to their rate of destruction and excretion. Those which are readily excreted, e.g. hexobarbitone, are employed as intravenous anaesthetics, or for anaesthetic induction or premedication. Those which are more stable or less rapidly excreted are commonly employed as sedatives and hypnotics. The barbiturates themselves are insoluble and can therefore only be given by mouth, but the soluble sodium salts can be given either by mouth or injected. All barbiturates are respiratory depressants, and their margin of safety can be measured by their therapeutic index (ratio of minimal lethal dose to therapeutic dose). This varies from 5 in the case of hexo-barbitone to 1.27 for phenobarbitone. In sufficiently large doses they cause death by respiratory paralysis. Recently cases of barbiturate poisoning have been successfully treated by repeated injections of 10 c.c. of picrotoxin solution (1/1,000). The following table gives the composition of a number of barbiturates used in therapeutics, the abbreviation B.A. standing for barbituric acid.

Constitution	Formula
Phenyl methyl B.A. (Rutonal)	$\text{C}_6\text{H}_5 \cdot \text{CH}_3 > \text{B.A.}$
Sodium salt of N-methyl-C-C-cyclohexenylmethyl B.A. (Hexobarbitone, Evipan)	$\text{C}_6\text{H}_9 \cdot \text{CH}_3 > \text{B.A.} \cdot \text{CH}_3$
Diethyl B.A. (Barbitone, Veronal)	$(\text{C}_2\text{H}_5)_2 > \text{B.A.}$
Butyl ethyl B.A. (Butobarbitone, Soneryl)	$\text{C}_4\text{H}_9 \cdot \text{C}_2\text{H}_5 > \text{B.A.}$
Sodium salt of methyl isobutyl ethyl B.A. (Pentobarbitone sodium, Nembutal)	$\text{C}_4\text{H}_8(\text{CH}_3) \cdot \text{C}_2\text{H}_5 > \text{B.A.}$
Isoamyl ethyl B.A. (Amytal)	$\text{C}_5\text{H}_9 \cdot \text{C}_2\text{H}_5 > \text{B.A.}$
Phenyl ethyl B.A. (Phenobarbitone, Luminal, Gardenal)	$\text{C}_6\text{H}_5 \cdot \text{C}_2\text{H}_5 > \text{B.A.}$
Diallyl B.A. (Allobarbitone, Dial)	$(\text{C}_3\text{H}_5)_2 > \text{B.A.}$
N-methyl phenyl ethyl B.A. (Prominal)	$\text{C}_6\text{H}_5 \cdot \text{C}_2\text{H}_5 > \text{B.A.}$
Cyclohexenyl ethyl B.A. (Phanodorm)	$\text{C}_6\text{H}_9 \cdot \text{C}_2\text{H}_5 > \text{B.A.}$

Constitution	Formula
Sodium salt of hexyl ethyl B.A. (Hebaryl)	$\text{C}_6\text{H}_{11} \cdot \text{C}_2\text{H}_5 > \text{B.A.}$
Isopropyl allyl B.A. (Alurate)	$\text{C}_3\text{H}_7 \cdot \text{C}_3\text{H}_5 > \text{B.A.}$
Dipropyl B.A. (Proponal)	$(\text{C}_3\text{H}_7)_2 > \text{B.A.}$
Sodium salt of bromallyl-butyl B.A. (Pernocton)	$\text{C}_3\text{H}_7\text{Br} \cdot \text{C}_4\text{H}_9 > \text{B.A.}$
Isobutyl allyl B.A. (Sandoptal)	$\text{C}_4\text{H}_9 \cdot \text{C}_3\text{H}_5 > \text{B.A.}$
Sodium salt of propyl methyl carbonyl allyl B.A. (Seconal)	$\text{C}_3\text{H}_7 \cdot \text{CH}_3 \cdot \text{C}_3\text{H}_5 > \text{B.A.}$
Ethyl methyl butyl thiobarbituric acid (Pentothal)	$\text{C}_2\text{H}_5 \cdot \text{CH}_3 \cdot \text{C}_4\text{H}_9 \cdot \text{B}$

Barbitone and its sodium salt act within half an hour, and do not adversely affect any of the body systems in therapeutic doses. They have therefore been used as hypnotics for securing sound sleep of about eight hours' duration, but being excreted slowly are liable to produce a "hang-over" the next day. Allobarbitone and butobarbitone have similar action, but have a wider safety margin and are less liable to cause a "hang-over." Butobarbitone, possessing also analgesic properties, is used as a hypno-sedative and analgesic, e.g. in obstetrics. Iso-amyl ethyl barbituric acid and its sodium salt have not such a prolonged action as barbitone and rarely produce any after effects. This is a true of cyclohexenyl ethyl- and hexylethyl-barbituric acids. Pentobarbitone acts rapidly for a brief period and has therefore been used for the induction of anaesthesia, and with chloral hydrate as a sedative and analgesic in the first stage of labour. Phenobarbitone and its sodium salt are not such powerful hypnotics as the rest of the group, but being slowly excreted maintain a good and prolonged sedative action on the motor part of the brain and so allay excitement and restlessness in cases of Graves' disease and epilepsy. In the treatment of the latter N-methyl phenyl ethyl barbituric acid and phenyl methyl barbituric acid are said to be even more effective. Pentobarbitone, hexobarbitone and ethyl methyl butyl thiobarbituric acid are employed as intravenous anaesthetics owing to their rapid action. Phenobarbitone in combination with theobromine has been used for the treatment of acute and chronic vascular disturbances, particularly those accompanying arteriosclerosis. It has also been used in association with atropine alkaloids and ergotamine tartrate (Bellergal) for the relief of pain associated with spasms (e.g. dysmenorrhoea, angiospasm, colic). Both Proponal, and a solution of the diethylamine salts of barbitone with allyl isopropyl barbituric acid (Somnifaine), act as powerful sedatives and hypnotics, suitable for mental cases and for the control of convulsions in eclampsia, epilepsy and tetanus. A recently discovered sedative (Navigan) derived from pyridine, diethyl-diketo-piperidine, in combination with a synthetic antispasmodic of the atropine type, is used as a sedative for seasickness.

Analgesics.—A hypnotic may be given in sufficient amounts to allay pain (analgesic) by depressing that part of the brain, the sensory cortex, concerned with the reception of external stimuli. Drugs of the morphine class have a selective action on the pain centres and can relieve pain without necessarily inducing sleep, although they reduce cerebral activity and retard respiration. Some drugs act as antipyretics by influencing the heat-regulating centre of the brain (the thalamus). Since this is in the path of the fibres carrying the sensation of pain to the cerebral cortex such drugs have an analgesic action without interfering with the intellectual functions of the brain. They may, however, act as soporifics by virtue of the relief of pain. The analgesics that they produce is effective in such conditions as headache, migraine, neuralgia, neuritis, "rheumatism," and dental pain. The important drugs in this group are aspirin, phenacetin, acetanilide, phenazone and amidopyrine. Instead of acetyl-salicylic acid the magnesium or calcium salts are now often used as they are soluble, more rapidly acting and free from gastro-intestinal irritation. Several new preparations have been obtained by the introduction of new groups into these analgesics. Thus replacement of an acetyl group in phenacetin yields lactophenetidin; the introduction of an isopropyl group yields analgesic—phenyldimethylisopropylpyrazolone—twice as effective as antipyrine itself; and the formation of the methylaminomethylsulphonate produces an antirheumatic action. The analgesic effect of some of these drugs is enhanced by administering two of them together or with caffeine citrate, or with a barbiturate. Many proprietary hypno-analgesics contain amidopyrine and a barbiturate, the latter antagonising the toxic effects of the former. A few cases of agranulocytosis have, however, been reported following the administration of such preparations.

Morphine is a cerebral sedative and analgesic of the highest value. It has a specific action on the pain centre. Many derivatives and related substances have been explored with a view to obtaining substitutes free from habituation and with an antispasmodic action, which morphine alone does not possess. A mixture of the hydrochlorides of the opiate alkaloids (Omnopon, Alopon, Opioidine) is often used in place of morphine. The derivatives may be divided into: (1) Analgesics resembling morphine: Dihydromorphinone hydrochloride (Dilaudid) is more

potent and lasting in its effect than morphine and is used for severe and intractable pain, but is more toxic; dihydrocodeinone acid tartrate (Diconid), which relieves less severe pain and is less toxic than dihydrocodeinone, is used mainly for treating painful coughs; dihydrocodeinone hydrochloride (Eukodal) is another more potent, but toxic substitute for morphine. Dolantal, the ethyl ester of 1-methyl-4-phenyl piperidine, is a new preparation resembling the opium alkaloids in its antispasmodic and analgesic action, but perfectly safe in use and non-habit forming. (2) Respiratory and cough depressants: Diamoraine (Heroin); methylmorphine (codeine); ethylmorphine (Dionin); and benzylmorphine (Peronin) do not relieve pain to the same extent as morphine. They have a more depressant action on the respiratory and cough centres, however, and are therefore of more value clinically in the treatment of troublesome cough. Morphine derivatives are sometimes combined with barbiturates to increase their analgesic action, e.g. ethylmorphine diallylbarbiturate (Didial).

[As the majority of the chemical compounds mentioned in this article are more familiar to chemists under their synonyms or proprietary names, several of these have been included by the author in describing the substances.—EDITOR.]

TRADE NOTES

MALT AND OIL.—Jeffreys, Miller & Co., Ltd., Leyland Mills, Wigan, urge chemists to "do it now" in regard to ensuring packed supplies of extract of malt and malt and oil. Samples of the company's products, together with prices and specimens of the labels available will be sent on request. Messrs. Jeffreys, Miller are also in a favourable position to quote for bulk supplies.

NEW GENATOSAN PRODUCTS.—Two new products have been issued by Genatosan, Ltd., Loughborough. Calogen tablets, the introduction

of which was announced in the *C. & D.*, August 17, are rich in calcium, phosphorus, manganese, cobalt and vitamins A and D. They are recommended in conditions of calcium deficiency and as a preventive of chilblains. The tablets, which are being advertised to the medical profession, are issued in bottles of sixty. Genabrom, which is prepared from a blend of yeast and vegetable extracts seasoned and medicated with a mild sedative,

is recommended as a calming agent during periods of nervous strain and sleeplessness. It is put up in small glass jars fitted with a moulded screw cap, and attention is being drawn to it elsewhere in this issue.

STREPTOCIDE OINTMENT OPHTHALMIC.—Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool, 1, have issued a new product under the above title. It is intended for the treatment of conjunctivitis and other inflamed conditions of the eyes. Among the publications recently issued by the company, the following products are dealt with: Streptocide, Arcan dental anaesthetic and tetanus prophylactic toxoid.

INCREASED PRICES.—L. Leichner (London), Ltd., Leichner House, Grace Lane, London, S.W.2, inform us that they are reluctantly compelled to make slight increases in the prices of their cosmetics, as pre-war stocks are now exhausted. The quality of the company's products will not be altered in spite of war-time difficulties. A new price list has been published and a copy will be sent on request.

ARTIFICIAL WAR GASES.—A set of harmless odours resembling certain toxic war gases has been issued by the Shannon Chemical Works, 32 Great Dover Street, London, S.E.1. The set, which was prepared at the request of the St. John Ambulance Brigade, comprises a box of five glass tubes fitted with moulded screw caps, each filled with cotton wool soaked in the liquid giving the characteristic odour. The gases simulated by the odours are:—Chlorine, phosgene, ethyl iodoacetate, mustard, lewisite. The company is also issuing a larger set specially prepared for lecturers and demonstration purposes, and comprising five stoppered bottles complete in case.

Proprietary Articles Trade Association

Additions to Protected List.—Unichem, Ltd., Duo-gestan brand digestive powder, 1s. 9d., 14s. doz.; 3s., 24s. doz.

Deletions.—Crystal Products Co., Ltd., Lightex face powder; cleansing cream; olive-oil cream; cold cream; powder cream; complexion pack; olive oil and glycerin jelly; perfume.

P.A.T.A. Wholesale Section.—The New Apothecaries Co., Ltd., 59 Glasgow Street, Glasgow, C.1, have resigned their membership of the Section.

MARRIAGES

Notices for this column must be authenticated

BROWNLEE—COCHRANE.—At Bromley, Kent, recently, George Brownlee, B.Sc., Ph.C., to Margaret Peattie Cochrane, M.P.S.

FRASER—WILLIAMS.—At Christ Church, Wolverhampton, on August 17, George R. Fraser, M.P.S., Berwick-on-Tweed, to Mildred Williams. The bridegroom is at present serving in the Royal Army Medical Corps.

KAY—ROBSON.—At Central Methodist Church, Newcastle-on-Tyne, on August 10, William Duncan Kay, M.P.S., Main Street, Stenhousemuir, to Rhoda Robson.

DEATHS

CARTER.—At his home at Leamington Spa, on August 21, after a short illness, Mr. E. M. Carter, of the representative staff of A. De St. Dalmas & Co., Ltd., manufacturing chemists, Leicester. Mr. Carter was formerly the company's medical representative but latterly worked the North-east territory and Wales.

DICKSON.—The funeral of the late Mr. David Dickson, M.P.S., Manchester, whose death was announced in last week's *C. & D.* (p. 98) took place on August 21, interment being at the Southern Cemetery, following a service at St. Margaret's Church, Whalley Range. It was attended by a large number of pharmacists, including Miss I. Roberts, M.Sc. (president, Manchester Pharmaceutical Association), Mr. J. H. Franklin (chairman of the Manchester branch of the Pharmaceutical Society), Mr. Harry Brindle, B.Sc., F.I.C., Mr. A. Wall (vice-chairman, Manchester Pharmaceutical Committee), Mr. H. Steinman (chairman, local branch of the N.P.U.), Mr. G. H. Haines, Mr. T. Miller, and many of his old colleagues. Wreaths were sent by many individual pharmacists and from the pharmaceutical organisations in Manchester.

LODGE.—At Amesbury, Wilts, on August 22, Sir Oliver Joseph Lodge, D.Sc., F.R.S., aged eighty-nine. He entered University College, London, took the degree of Doctor of Science in 1887, lectured on physics at the Bedford College for Women, and was appointed assistant professor at University College. In 1881 he was elected the first professor of physics at Liverpool, in 1887 became a Fellow of the Royal Society, and in 1900 was appointed principal of the new University of Birmingham, a post which he held until 1919 when he retired. In his long career Sir Oliver received honorary degrees from many universities, was elected to many distinguished scientific societies, and knighted in 1902.

POSTLETHWAITE.—At Midhurst, Sussex, on August 23, Mr. Thomas Postlethwaite, Ph.C., aged seventy-three. Mr. Postlethwaite was for many years in business in Southsea. He was keenly interested in pharmaceutical affairs and held office as secretary of the Portsmouth Pharmacists' Association, also he was assistant-secretary to the Local Committee at the Portsmouth meeting of the British Pharmaceutical Conference in 1911. In recent years he had held positions in March, St. Ives and Midhurst. He was a prominent Freemason.

TODD.—At 19 Manor Way, North Harrow, Middlesex, on August 15, Muriel, the wife of Mr. R. Todd (representative staff, Sangers, Ltd., London, N.W.).

PERSONALITIES

SUB-LIEUTENANT J. K. B. MILES, R.N.V.R., son of Mr. J. H. Miles (representative in Ireland of C. R. Harker, Stagg & Morgan, Ltd.), has been awarded the D.S.C.

ALDERMAN EDWIN THOMPSON (Manesty Machines, Ltd., Liverpool) will shortly complete twenty-five years' membership of the Liverpool City Council.

COUNCILLOR H. G. PATTISON (Harts The Chemists, Derby, Ltd., chemists, 38 Corn Market, Derby) has been elected an alderman. He was president of the local chamber of trade in 1923, and is a past-president of Derby Borough Pharmaceutical Association.

MR. DAVID ANNIS, son of Mr. Harold Annis (managing director, Granville, Wood & Co., Ltd., Oldham), has passed the primary examination of the Royal College of Surgeons. Mr. Annis, jun., recently passed the second professional examination for the M.B., Ch.B. degree, Liverpool University.

MR. H. HUMPHREYS JONES, F.I.C., Ph.C. (chairman of the British Pharmaceutical Conference, 1939-40), has some reprints of his address on "The Pharmacist and the Food Problem" given at the annual meeting in London on June 11. Any pharmacist or student can obtain a copy post free on request to 197 Menlove Avenue, Liverpool, 18.

MR. J. H. WOOTTON-DAVIES, prospective National Conservative candidate for the Heywood and Radcliffe division, is expected to be returned unopposed in the by-election in that division on September 5. He was formerly technical manager to the associated companies of Lever Bros., Ltd., and in the last war became technical adviser to the Ministry of Munitions. Later he commenced business as a consultant chemist and established his present business at Aintree.



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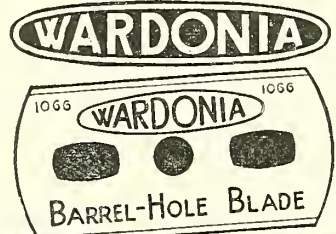
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Overseas Trade in July

ALTHOUGH it was generally expected that the overseas trade figures for July would be adversely affected by the cessation of trade with Italy and France and by the subsequent temporary dislocation of some sea trade routes due to intensification of hostilities, the latest official returns just published may be considered particularly satisfactory having regard to the special circumstances during the period under review. Exports of United Kingdom goods of all descriptions during the seventh month of the year totalled £31.1 millions, compared with £36.2 millions in the previous month, a decrease of £5.1 millions. Compared with July 1939 the decline in value amounted to £9.2 millions, but it is pointed out that this fall was entirely due to the complete loss of export trade with enemy and enemy-occupied territories in Europe, and the present inaccessibility of the Baltic countries, of Switzerland and the Balkans. Trade with most other countries, notably America and Canada, was actually greater than a year ago. An examination of the detailed export figures available shows that the most important decreases from the previous month's totals were in raw materials. Shipments of coal, for example, fell by £1.1 millions as the result of loss of the French markets; manufactured articles declined by £3.4 millions, due, principally, to the temporary loss of Western European markets. During the month the export value of British chemicals and allied products reached a total of £2,140,974, a figure that represents a substantial increase over those of the corresponding months of the two previous years but shows a decline of £338,616 compared with the June figure of this year. There is little doubt that this temporary fall in the export figures for chemicals and allied products is due to the European situation and will be speedily rectified when the full pressure of the industry's export drive is applied and new markets are developed to replace those lost in recent months. Full Government support for increased export trade is assured, and the authorities have shown their determination in this direction by adopting special measures to facilitate the expansion of British overseas trade in all available markets. Imports of chemicals and allied products showed an increase of £42,504 over the total for June, and a decline of £138,370 compared with July 1939. The total of re-exports for the month under review was £1.8 millions, one of the lowest figures on record.

The following table gives details of imports and exports for the first seven months of the years 1940, 1939 and 1938:—

Seven Months ended	Imports	Exports (United Kingdom Goods)	Exports (Imported Merchandise)	Exports (Total)
July 1940	£000's 698,542	£000's 280,628	£000's 21,191	£000's 301,820
" 1939	525,435	276,618	31,818	308,437
" 1938	543,119	270,628	37,353	307,981

Shipments of chemicals and allied products previously imported suffered a drop of £11,410 from the July 1939 figures, though when compared with the corresponding months of 1938 they show an increase of £889. It should be remembered, when considering re-export figures, that in normal times the bulk of the products concerned are consigned to markets on the continent of Europe, so that under present conditions lower figures than usual must be expected.

On the import side of the accounts, the July total for goods of all descriptions, £87 millions, was the lowest for any month this year, the decline compared with June being £3.8 millions. Food, drink and tobacco declined by £5.3 millions and raw materials by £1.1 millions; manufactured articles, on the other hand, increased by £2.6 millions. The adverse balance of trade during July was lower than in the earlier months of the year, but was £19.8 millions more than in July 1939. For the seven months to July the excess of imports over exports rose from £217 millions in 1939 to £397 millions this year, an average increase of nearly £26 millions a month.

To our Overseas Readers

Now You Know

DURING the past two or three months we have received reports from some overseas markets indicating that there is a growing feeling that practically the whole industrial activity of this country is being concentrated on the production of munitions, aeroplanes and other war materials. In one or two instances, it has even been suggested that the Old Country is making "heavy weather" and that production of ordinary commercial merchandise for export is not likely to be maintained. We appreciate that Germany is no longer able to ship her goods to the leading world markets even if they were wanted, and that these crude and ridiculous misstatements are simply the frantic efforts of Nazi propaganda to detract from our ability not only to manufacture but to ship and deliver British goods of all descriptions to each and every country which is not temporarily the victim of her ruthlessness.

Today, after nearly a year of war, the wheels of British industry are moving faster than ever before, and our manufacturing and shipping facilities are not only unimpaired but actually much greater than they were a year ago. The Government is giving practical assistance and affording special facilities to ensure that the maximum amount of export trade is secured for British goods. Proof of the success of this drive for export trade is shown in the value of shipments of all kinds of goods, which for the period January–June this year totalled no less than £249 millions, compared with £236 millions during January–June 1939, and £233 millions in the corresponding six months of 1938. The exports of British chemicals, etc., for January–June were: 1940, £17 millions; 1939, £12 millions; and 1938, £11 millions. These figures are definite proof that our exports have in fact been steadily increasing, and there is no doubt they will continue to do so. Foremost in this development of world trade are the chemical and allied industries, whose products are known for their unrivalled quality and honest value.

From our own first-hand knowledge we can assure overseas buyers of medicinal products of all descriptions, pharmaceutical chemicals, perfumery, toilet and cosmetic preparations, medical and surgical goods, druggists' sundries, etc., etc., that the variety, quality and quantity of British goods of these classes available for shipment has never been better than it is today. They will find no better market for value and none safer in which to place their orders with the certainty of getting their goods. **We have the goods and the Seven Seas are open to our ships.**

PARLIAMENTARY NEWS

Insurance on Purchase Tax.—In a written reply in the House of Commons recently the President of the Board of Trade (Sir Andrew Duncan) stated that war risks insurance on goods must be to the full value for the time being of the goods insured under Part 2 of the Act.

Palestine Citrus Crop.—Mr. David Adams asked the Minister of Shipping on August 21 whether it was intended to provide convoyed shipping for the transit from Palestine of the season's citrus crop.

Sir A. Salter: In present circumstances, carriage from Palestine of perishable cargo such as citrus fruit obviously presents considerable difficulty, but the matter is under consideration.

Vitamins in Flour.—Sir L. Lyle asked the Parliamentary Secretary to the Ministry of Food on August 21 whether the scheme for adding vitamin B₁, calcium salts and other matter to white flour was now in operation.

Mr. Boothby: No, sir. It must be understood that the scheme for the addition of synthetic vitamin B₁ and calcium salts to white flour which I announced in the debate on July 18 involves a great deal of work and organisation. All this is being undertaken with the utmost dispatch, but it is unlikely that the scheme will be in full operation until early in 1941.

PURCHASE TAX—OFFICIAL INSTRUCTIONS

THE following details of the general scheme of the Purchase Tax have been issued by the Commissioners of Customs and Excise (Notice No. 74). In general, liability to tax arises when the goods pass from the wholesaler to the retailer. Manufacturers and wholesale merchants dealing in chargeable goods will be registered; and this will enable them to deal with one another freely in the goods, or to export them, without incurring liability to tax. Tax becomes chargeable when the goods are sold by the registered manufacturer or wholesaler to an unregistered person, generally the retailer, or where there is no retail stage, to the public. In all cases, whatever the nature of the transaction, tax will be chargeable on the "wholesale" value of the goods. The tax is essentially a consumer's tax levied at the wholesale-retail stage. The right of a registered firm to buy tax-free is therefore limited to cases where the goods are bought (a) as materials for making other goods or (b) as stock for wholesale trade. If the registered firm is buying as a consumer, e.g. if the goods are required as office equipment in his office, tax is payable just as if they were being bought by an unregistered person. Imported goods are included in the scope of the tax in the same manner as home-produced goods. Goods imported on purchase by a registered person as materials or stock will be delivered to him tax free on his furnishing a declaration with the Customs entry. In any case of chargeable goods imported on purchase by an unregistered person, tax will be charged at the time the goods are cleared through the Customs, or if the goods are imported on consignment for sale, security for payment of the tax when the goods are sold will be required. The tax will apply only to purchases of imported goods cleared for home consumption in the United Kingdom. Goods exported by a registered person will be free of tax, whether he is exporting on his own account or on behalf of a retailer to fulfil an export order. Where the retailer exports from his own stock, any tax payable will have been paid, but the Treasury is empowered to approve schemes for refunding the tax in the case of particular classes of goods.

Introduction of the Tax.—The date from which the tax becomes operative will be fixed later by Treasury Order. It will apply to all taxable transactions as described above if the goods are delivered on or after the operative date of the tax, irrespective of the date when the contract of sale was made. In general, therefore, existing stocks in the hands of retailers will not be chargeable with tax; but there is special provision whereby firms which, since July 2, 1940, have delivered goods to retailers or to separate retail branches of their own business "on a scale or in a manner not in accordance with the ordinary practice of the business" may be charged with tax in respect thereof, notwithstanding that the goods were delivered prior to the date of operation of the tax. The person accountable for the tax in the ordinary case is the manufacturer or wholesale merchant selling the goods, but he will not be required to pay it to the Crown until the end of the period (normally three months) in which the goods are delivered. Registered persons will be required to keep such accounts as will enable them to render periodical returns of their deliveries of goods and to compute and pay the tax accordingly. Provision will be made enabling the tax on goods which are not paid for during the period in which they were delivered to be carried forward to the next period. Provision is made enabling the seller, in the absence of agreement to the contrary, to increase the price at which he may have contracted to supply any goods before the tax came into operation by the amount of the tax chargeable.

Registration.—Every manufacturer who makes and sells chargeable goods and every wholesale merchant dealing in chargeable goods is required to register with the Customs and Excise for Purchase Tax purposes, unless his gross takings from sales of chargeable goods do not on the average exceed £2,000 a year. In the case of a manufacturing retailer, any retail sales of goods not made by him must be disregarded in determining whether that limit is exceeded.

The term **manufacturer** means any person carrying on in the United Kingdom a business of making and selling goods or applying any process in the making of goods which are his property (including the assembling of parts). It also includes any person having goods made or processed to order under any form of contract other than a purchase. Retailers engaged in making chargeable goods for sale are manufacturers and, subject to the above provisions, are required to register.

The term **wholesale merchant** means any person carrying on in the United Kingdom a business of selling goods not of his own manufacture (a) to persons buying such goods for the purpose of selling them again or (b) to persons using such goods as materials in the manufacture of other goods. Sales to public authorities, institutions, hotels, builders or contractors, though they may be known commercially as wholesale transactions, do not constitute wholesale trade for Purchase Tax purposes. Casual sales by one retailer to another do not constitute "carrying on a business" as a wholesale merchant, and registration is unnecessary on that account. Wholesale merchants engaged in import or export trade, and ship's store dealers regularly supplying ships engaged in foreign trade should apply for registration if they deal in chargeable goods. The Commissioners are also empowered to register

businesses such as multiple shops which, for their retail trade, make purchases of chargeable goods which, in value and character, are such as in the ordinary course of trade are made by wholesale merchants. The Commissioners propose to register such businesses, and tax will become chargeable as the goods are transferred to the firm's retail branches.

Compounded Medicines.—The making up of drugs according to formula prescribed by reference to the needs of a particular patient not deemed to be manufacture for Purchase Tax purposes. Businesses which supply services as distinct from goods, e.g., agents buying and selling in the home market solely on a commission basis, advertising agents, etc., are not required to register. Firms engaged in repair work as distinct from manufacture are not registrable, but where repair work or reconditioning is done by a registered firm any such chargeable goods which are supplied in connexion with the work will be taxable as an ordinary sale.

Second-hand goods as such are not exempt from tax, though in many cases no tax may be chargeable owing to the nature of the transaction. Firms who make a business of buying chargeable goods second hand and repairing or reconditioning them for sale to retailers are carrying on wholesale trade and must apply for registration.

Application for Registration.—All persons required to be registered must apply for registration on the prescribed Form P.T.1, obtainable from the local Officer of Customs and Excise or from the Secretariat Office, Custom House, London, E.C.3. Heavy penalties are imposed for failing to register, and the final date for applying for registration will be announced shortly. On being registered, firms will be given an official certificate of registration. This will enable them to obtain, free of tax from other registered firms, any chargeable goods required as material for use in manufacture or as stock for wholesale trading. To purchase goods tax-free, firms will be required to quote their registered number on the order for the goods, and to represent in the prescribed manner that they intend to sell the goods or to use them as materials.

Separate Retail Branches.—Where a registered manufacturer or wholesale merchant maintains separate retail branches or departments the latter will be treated for Purchase Tax purposes as if they were a separate unregistered concern under separate ownership, and the proprietor of the business will be accountable for tax on any chargeable goods which are transferred to the retail branches or departments in the same way as if they were being sold to other retail shops.

Hire and hire-purchase transactions will be treated as purchases for Purchase Tax purposes. The value on which Purchase Tax is chargeable is defined as the price (exclusive of tax) which in the opinion of the Commissioners the goods would fetch on a sale made at the time when the tax becomes due by a person selling by wholesale in the open market to a retail trader.

In calculating the tax chargeable in the case of goods purchased by a trader who is not registered a deduction may be made of any discount for cash or for settlement within a period which is shown on the invoice and is freely available to buyers generally.

The Purchase Tax applies to Northern Ireland also.

TRADE-MARK APPLICATIONS

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Directory and Year-Book," 1940, p. 275.

(From "The Trade Marks Journal," August 14, 1940)

"PHO-EN"; for medicated powders, tablets, etc. (5) (IV). By J. C. Williams, 121-123 High Street, Portmadoc, N. Wales. 607,799.

"PERMIDIN"; for pharmaceutical, veterinary and sanitary preparations (5) (IV). By Glaxo Laboratories, Ltd., Greenford, Middlesex. 612,090.

"BEESAN"; for surgical dressings (5) (IV). By The Regent Chemists, Ltd., 70 Vauxhall Bridge Road, London, S.W.1. 612,098.

"STATRILIZED"; for pharmaceutical and veterinary substances (5) (IV). By Pharmaceutica Manufacturing Co., Ltd., Westbourne House, Pittville Circus Road, Cheltenham 612,103.

"PLYUMBRIN" and "URUMBRIN"; for pharmaceutical preparations (5) (IV). By Boots Pure Drug Co., Ltd., Station Street, Nottingham. 612,240/1. (Both Associated.)

"SUNBEAM"; for electric dry shavers (8) (IV). By Chicago Flexible Shaft Co., 5600 Roosevelt Road, Chicago, U.S.A. 610,484.

"GOLD KEG" (words and design of keg enclosed in rectangle); for razors and razor blades (8) (IV). By Solent Manufacturing Co. (Southampton), Ltd., College Road, Woolston, Southampton. 612,093.

"VACUMAX"; for vacuum pumps for scientific purposes (9) (IV). By W. Edwards & Co. (London), Ltd., Allendale Works, Southwell Road, London, S.E.5. 612,346. (Associated.)

"ENDURAX"; for surgical articles made of indiarubber (10) (IV). By E. Wertbeim, 29 Pembroke Square, London, W.8. 611,783.

(From the "Trade Marks Journal," August 21, 1940.)

"PARTEX" and "PURFITEX"; for scientific and metallurgical chemicals, etc. (1) (IV). By F. & M. Supplies, Ltd., 21/23 Coldharbour, London, E.14. 611,692/3.

"CROOKES' LACTO-CALAMINE" (use of word "Crookes" disclaimed); for toilet and medicated preparations containing calamine for the skin (3 and 5) (IV). By British Colloids, Ltd., The Crookes Laboratories, Gorst Road, Park Royal, London, N.W.10. B610, 154/5 (both Associated.)

TRADE REPORT

Spot quotations recorded for pharmaceutical chemicals, crude drugs, essential oils, etc., represent the prices for wholesale quantities of standard quality. C.i.f. shipment quotations do not include marine war risk insurance and other abnormal charges which arise in the present emergency

28 Essex Street, W.C.2, August 28

TRADE continues on a routine scale, the reports to hand this week recording quiet conditions and most markets experiencing a firm tone. Nearly all changes in prices noted are to higher figures, due to shortage of supplies or active demand. Conditions in the PHARMACEUTICAL CHEMICALS markets are satisfactory so far as values are concerned and in a small range of products the volume of business is limited by the quantity of supplies available. Makers notify increases in their quotations for BENZOIC ACID (B.P.) and SODIUM BENZOATE (B.P.). An advance in BENZYL BENZOATE is also recorded. All quotations for these products from makers are nominal, and the limited supplies available are being carefully rationed to consumers. An increase in the price of BENZALDEHYDE, p.f.c., is also notified; supplies are reported short and sales are now restricted by makers. There has been an advance in GUAIACOL, crystals and liquid, and the makers report supplies are likely to be restricted for some time ahead. Values for GUAIACOL CARBONATE are unchanged. Another product that shows an increase is CREAM OF TARTAR, makers' quotations being nominal at the advance. British makers of SACCHARIN report their sales price continues unchanged, and the increase in sugar prices recorded this week has not so far affected the position.

Crude Drugs

The lull in business in these commodities noted in recent weeks continues, but the lack of a normal volume of trade is not quite so marked. Some products are in quite good supply, while in other directions London stocks remain low; the call for this latter class is quite good, and general conditions are fully steady. Some recent arrivals of AGAR have not been entirely satisfactory in quality, but it is reported, the variety being one not usually dealt with on this market. URAUO ALOES, firm on spot, continue to be quoted at high prices and well supported by forward quotations. Business in CAMPHOR has been mostly restricted to odd cases, with prices for Japanese and synthetic unchanged. Little is doing in CARDAMOMS. A modest trade in CASCARA SAGRADA is noted at full prices. Zanzibar and Madagascar CLOVES continue firm at a further advance. Spot and forward quotations for DESICCATED COCONUT are again easier. London stocks of DERRIS ROOT appear to be limited and held for full values. First-hand prices for spot bulk supplies of Spanish-Portuguese ERGOTARY, with some rather cheaper sellers reported; shipment quotations are also slightly easier. West African GINGER shows a further advance this week. Spot values for HENNA are firm on a restricted supply. HYDRASTIS has had a quiet week, with values maintained. The two descriptions of IPECACUANHA are quoted unchanged. Makers of EXT. IPECAC. LIQ. notify a substantial reduction in their sales prices. Most of the limited trade in MENTHOL has been done in the Chinese material at steady rates. PIMENTO is firm at last week's advance. Not much business has been done in RHUBARB, but dealers' prices are maintained.

Essential Oils

Quiet conditions continue to be reported in this section of the markets. Fluctuations in values are few and of small importance. A fair trade in ANISE (STAR) is reported. Beyond some sizeable business in Ceylon oil the CITRONELLA market has been dull. British distillers of CLOVE from Zanzibar buds record a slightly lower sales price for quantities. Imports report that fair consignments of Australian EUCALYPTUS should be coming to hand in the autumn. LEMONGRASS has been dull and tends slightly easier on the week. Not much business is moving in French Guinea ORANGE, but spot prices are steady. Importers of Californian CITRUS oils report some difficulty in effecting shipment from Los Angeles, but goods can be sent overland to New York and shipped from there, for which a charge of five cents per lb. is made. PALMAROSA is quoted slightly dearer for shipment. It is difficult to locate firm offers for shipment of PETITGRAIN. Spanish ROSEMARY is indicated rather dearer forward.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Wednesday morning:—

Centre	Quoted	Par	August 21	August 28
Belgian Congo	Frs. to £	nominal	176½*	176½*
Buenos Aires	Paper pesos to £	—	17.02*	17.02*
Cuba	Florins to £	12.107	7.60*	7.60*
London	Esc. to £	110	100*	100*
Madrid	Ptas. to £	25.24½	37.25	37.25
Montreal	Dols. to £	4.86½	4.45*	4.45*
New York	Dols. to £	nominal	4.03*	4.03*
Panghai	Per dollar	—	3½d.	3½d.
Stockholm	Kr. to £	18.150	16.90*	16.90*
Tokyo	Per yen	28.	18.2½d.	18.2½d.
Wurich	Frs. to £	22.2115	17.70*	17.70*

* Rate fixed by Bank of England. Bank rate, 2 per cent

Pharmaceutical Chemicals, etc.

Not much business is moving, but a few products are active. The general tone is steady. Among increases in price noted this week are benzoic acid and sodium benzoate, guaiacol (crystals and liquid), and benzaldehyde. Cream of tartar is also dearer.

ACETANILIDE.—Values fully steady, limited trade. B.P. leviss., for prompt delivery, from 2s. 4d. to 2s. 6d. per lb., according to quantity.

AMIDOPYRINE.—Dealers' quotations unchanged; market firm. One cwt., about 27s. 6d. per lb.; smaller quantities, up to about 30s. per lb. for crystals, with powder 3d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Dealers are quoting one-cwt. lots, in 4-lb. tins, at about 5s. per lb., ex store.

ASPIRIN.—No change in makers' scales of prices:—

Quantity	In containers of					
	1 lb.	2 lb.	4 lb.	7 lb.	14 lb.	28 lb.
1 lb. and under 4 lb.	s. d. 3 10½	s. d. 3 9	s. d. 3 7½	s. d. 3 6½	s. d. 3 5½	s. d. 3 4½
4 lb. and under 7 lb.	3 9½	3 8	3 7½	3 6½	3 5½	3 4½
7 lb. and under 14 lb.	3 8½	3 7	3 6½	3 5½	3 4½	3 3½
14 lb. and under 28 lb.	3 7½	3 6	3 5½	3 4½	3 3½	3 2½
28 lb. and under 1 cwt.	3 6½	3 5	3 4½	3 3½	3 2½	3 1½
Not less than 1 cwt.	2 11½	2 10	2 9½	2 8½	2 7½	2 6½
Not less than 5 cwt.	2 11	2 9½	2 8½	2 7½	2 6½	2 5½
Not less than 10 cwt.	2 10	2 8½	2 7½	2 6½	2 5½	2 4½

* 8 x 14 lb. and upwards in one delivery, ½d. per lb. less.

Sale is subject to an undertaking on part of buyer not to re-sell any quantity at prices or terms below scale or such quantity current at time re-sale is made, and, if he converts the aspirin into tablets, not to sell any quantity of tablets at prices or terms below scale for such quantity current at time of sale.

ASPIRIN TABLETS.—The scale of prices for bulk quantities is as follows: Under 5,000, 3s. 1½d.; 5,000, 2s. 11½d.; 10,000, 2s. 10½d.; 25,000, 2s. 8½d.; 50,000, 2s. 7½d.; 100,000, 2s. 6½d.; 250,000, 2s. 6d.; 500,000, 2s. 5½d.; 1,000,000, 2s. 4½d.; 2,000,000, 2s. 3½d. per 1,000. All bulk sales are subject to re-sale clause.

ATROPINE.—Makers' prices per oz. continue steady: ALKALOID, 21s. per oz.; 4 oz. at 20s. 6d. and 25 oz. at 20s. per oz. SULPHATE, 16s. 6d. per oz.; 4 oz. at 16s. and 25 oz. at 15s. 6d. per oz.

Bottles, under 5 gm. or ½ oz., corked, 3d.; stoppered, 5d.; 5 gm. to 25 gm. or ½ oz. to 1 oz. corked, 3½d.; stoppered, 6d.; 25 gm. or 1 oz., corked, 3½d.; stoppered, 7½d.; 50 gm. or 2 oz., corked, 4d.; stoppered, 9d. each; 100 gm. and over included in price; tubes, per 100, 5-gr., 10s. 6d.; 10-gr., 12s. 3d.; 15-gr., 14s.

BARBITONE.—Dealers' prices continue steady: Spot, one cwt., 22s. per lb.; 28 lb., 23s.; smaller quantities, up to 26s., ex store.

BENZALDEHYDE.—Supplies are short and the market is firm. Makers quote practically free from chlorine from 3s. per lb. nominal.

BENZOIC ACID (B.P.).—Reported distinctly firmer and quoted dearer. Supplies are likely to be short for some time ahead and most of the material available will be required for Government purposes. Prices from makers are nominal at 2s. 6d. to 3s. per lb., as to quantity.

BENZYL BENZOATE.—Makers' prices are dearer, with a brisk demand noted. Now quoted nominal at 2s. 9d. to 3s. per lb., as to quantity.

BORAX (B.P.).—Makers' prices are steady: Granulated, £31; crystals, £32; powder, £32 10s. per ton, in 1-cwt. bags, carriage paid in Great Britain, for minimum one-ton lots. Commercial quality, £8 per ton less.

BORIC ACID (B.P.).—Makers' prices unchanged: Granulated, £45 10s. crystals, £46 10s.; powder, £47 10s. per ton, in cwt. bags, carriage paid in Great Britain, for minimum one-ton lots. Commercial qualities, £8 per ton less.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., not less than 5 cwt., 2s. 2d. per lb.; 1 cwt., 2s. 3d.; 28 lb., 2s. 9½d. SODIUM, B.P., not less than 5 cwt., 2s. 4½d. per lb.; 1 cwt., 2s. 5½d.; 28 lb., 3s. AMMONIUM, B.P.C., not less than 5 cwt., 2s. 5½d. per lb.; 1 cwt., 2s. 6½d.; 28 lb., 3s. 1d. Net. Rise-and-fall and re-sale clauses apply. Without engagement. Special prices for larger quantities. 28-lb. parcels and 1-cwt. cases or kegs free.

CALCIUM LACTATE.—Market is quiet. Makers continue to quote at up to 1s. 8d. per lb. for small lots.

CITRATES.—Makers' scales of re-sale prices steady, as follows:—

POTASSIUM, B.P.	In containers of					
	1 lb.	2 lb.	4 lb.	7 lb.	14 lb.	28 lb.
Under 4 lb.	s. d. 3 0	s. d. 2 10½	s. d. 2 9½	s. d. 2 8½	s. d. 2 7½	s. d. 2 6½
4 lb. and under 7 lb.	2 11	2 9½	2 9½	2 8½	2 7½	2 6½
7 lb. and under 14 lb.	2 10	2 8½	2 8½	2 7½	2 6½	2 5½
14 lb. and under 28 lb.	2 9	2 7½	2 7½	2 6½	2 5½	2 4½
28 lb. and under 1 cwt.	2 8	2 6½	2 6½	2 5½	2 4½	2 3½

SODIUM, B.P., one penny per lb. below corresponding prices for POTASSIUM, B.P. IRON AND AMMONIUM (SCALES), B.P., threepence per lb. above corresponding prices for POTASSIUM, B.P. Prices net. All packages charged extra. It is a condition of sale that buyers undertake not to re-sell at prices below the values given. 28-lb. tins charged 2s. each.

CITRIC ACID.—Makers report there is no change in their nominal quotation of 1s. 2d. per lb., less 5 per cent. discount. Dealers' price would be about 1s. 6d. per lb., for any available material.

CREAM OF TARTAR.—Makers' prices have advanced to 152s. per cwt., less 2½ per cent. discount. Supplies are restricted, and limited to regular consumer customers.

CREOSOTE (BEECHWOOD).—Dealers are quoting bulk quantities, in 25-kilo demijohns, at about 6s. upwards per lb.

EMETINE HYDROCHLORIDE.—Makers continue to quote at from 100s. to 104s. per oz., according to quantity.

EPHEDRINE HYDROCHLORIDE (B.P.).—Values range from 7s. to 8s. per oz. for ordinary quantities. Lots of 1,000 oz. would be at a slightly lower figure.

GUAIACOL CARBONATE.—Makers and dealers continue to quote at from 12s. 6d. to 13s. per lb., ex store, as to quantity.

GUAIACOL (CRYSTALS).—Makers' prices have advanced and supplies are exceedingly short. Quoted nominal at 12s. 6d. per lb. Liquid is also dearer and short and now quoted at 12s. 6d. per lb.

HEXAMINE.—Values steady, fair demand, with free-running crystals quoted at from 2s. 1d. to 2s. 3d. per lb., ex store, as to quantity. Powder at cheaper prices.

HOMATROPINE.—The following are makers' current prices:—

	gm.	oz.	4 oz.	16 oz.
Alkaloid	3s. 6d.	85s.	80s.	75s. oz.
Hydrochloride .. .	2s. 8d.	65s.	60s.	55s. oz.
Hydrobromide .. .	2s. 8d.	65s.	60s.	55s. oz.
Sulphate	2s. 8d.	65s.	60s.	55s. oz.

Bottles, under 5 gm. or $\frac{1}{2}$ oz., corked, 3d.; stoppered, 5d.; 5 gm. to 25 gm. or $\frac{1}{2}$ oz. to 1 oz., corked, 3 $\frac{1}{2}$ d.; stoppered, 6d.; 25 gm. or 1 oz., corked, 3 $\frac{1}{2}$ d.; stoppered, 7 $\frac{1}{2}$ d.; 50 gm. or 2 oz., corked, 4d.; stoppered, 9d. each; 100 gm. and over, included in price; tubes, per 100, 5-gr., 10s. 6d.; 10-gr., 12s. 3d.; 15-gr., 14s.

IODIDES.—Makers' prices continue unchanged: POTASSIUM, B.P., not less than 1 cwt., 8s.; 28 lb., 8s. 6d.; 14 lb., 9s.; 7 lb., 10s. 2d.; 4 lb., 10s. 8d.; smaller quantities, 11s. 2d. per lb. SODIUM, B.P., not less than 28 lb., 8s. 10d.; 14 lb., 9s. 4d.; 7 lb., 10s. 9d.; 4 lb., 11s. 5d.; smaller quantities, 12s. 3d. per lb. IODINE, B.P., RESUB., not less than 1 cwt., 9s. 2d.; 28 lb., 9s. 7d.; 14 lb., 10s. 2d.; 7 lb., 11s. 7d.; 4 lb., 12s. 3d.; smaller quantities, 13s. per lb. IODOFORM, B.P. (CRYST., PRECIP. OR POWDER), not less than 28 lb., 11s. 4d.; 14 lb., 11s. 10d.; 7 lb., 13s. 9d.; 4 lb., 14s. 7d.; smaller quantities, 15s. 5d. per lb. Contracts for 1 cwt. and upwards (assorted if desired) for delivery as required during three months, with the following clause: Price applicable to any delivery is that in force on date of dispatch. One-cwt. cases charged extra; 28-lb. tins 2s. each and non-returnable. All bottles charged for but credited in full if received back carriage-paid in good condition within three months. Carriage paid on any quantity. Assorted quantities charged for at collective total prices on orders for 14 lb. and upwards. It is a condition of sale that buyers undertake not to re-sell any quantity at prices or terms below scale for such quantity current at time re-sale is made.

LACTIC ACID (B.P.).—Fair business. Quantities, in 1-cwt. carboys, about 1s. 8 $\frac{1}{2}$ d. per lb.; in winchesters and bottles, about 1s. 9d. to 2s. per lb., ex store, according to quantity.

MERCURY IODIDES.—Makers' prices per lb. are steady as follows: Red, less than 7 lb., 17s. 8d.; not less than 7 lb., 17s. 4d.; not less than 14 lb., 16s. 10d. GREEN, less than 7 lb., 19s. 6d.; not less than 7 lb., 19s. 2d.; not less than 14 lb., 18s. 8d. YELLOW, less than 7 lb., 21s. 3d.; not less than 7 lb., 20s. 11d.; not less than 14 lb., 20s. 5d. net, carriage paid.

METHYL SULPHONAL.—Not much business passing; a small supply on spot is valued at between 40s. and 42s. 6d. per lb., ex store.

PHENAZONE.—Bulk quantities would be worth about 17s. 6d. per lb.; small parcels, up to 22s. per lb., ex store.

PILOCARPINE.—Makers' prices are steady at the recent advance:—

	oz.	4 oz.	25 oz.
Alkaloid	25s. 0d.	24s. 6d.	24s. 0d.
Hydrochloride .. .	19s. 3d.	18s. 9d.	18s. 3d.
Nitrate	16s. 6d.	16s. 0d.	15s. 6d.

Bottles, under 5 gm. or $\frac{1}{2}$ oz., corked, 3d.; stoppered, 5d.; 5 gm. to 25 gm. or $\frac{1}{2}$ oz. to 1 oz., corked, 3 $\frac{1}{2}$ d.; stoppered, 6d.; 25 gm. or 1 oz., corked, 3 $\frac{1}{2}$ d.; stoppered, 7 $\frac{1}{2}$ d.; 50 gm. or 2 oz., corked, 4d.; stoppered, 9d. each; 100 gm. and over, included in price; tubes, per 100, 5-gr., 10s. 6d.; 10-gr., 12s. 3d.; 15-gr., 14s.

QUININE.—Quotations for sulphate were recently advanced from 57 American dollars to 59.85 American dollars per 100 oz., f.o.b. Java. The sterling quotation on current exchange rate for sulphate is now £4 17s. 5d. per 100 oz., f.o.b. Java, representing an advance of 2d. per oz.

SACCHARIN.—We are advised that the price of 550 continues unchanged at 98s. 4d. per lb., duty paid. The increase in sugar prices is not so far reflected in wholesale prices for this article. No Government control is exercised on either the wholesale or the retail price.

SALOL.—Prices continue firm at from 6s. 9d. to 7s. per lb., according to quantity.

SANTONIN.—Convention prices are as follows: 15 kilo and over, £35 10s.; not less than 10 kilo, £36 5s.; not less than 5 kilo, £37; less than 5 kilo, £38 per kilo, delivered free in the U.K.; 1-kilo tins free.

SODIUM BARBITONE.—Current quotations are as follows: One cwt., 23s. per lb.; 28 lb., 24s.; smaller quantities, 27s. per lb., ex store.

SODIUM BENZOATE.—Market firm at the advance. Supplies extremely short. Makers now quote nominal at 2s. 3d. to 2s. 9d. per lb., as to quantity.

SULPHANILAMIDE.—Market is steady and none too well supplied. Quoted at from 10s. 3d. to 11s. 6d. per lb., as to quantity.

SULPHONAL.—Occasional inquiry; dealers' prices continue at about 34s. to 35s. per lb., according to quantity.

TARTARIC ACID (B.P. CRYSTALS).—Makers' advise their quotation, which continues nominal, is 2s. 0 $\frac{1}{2}$ d. per lb., less 5 per cent. discount; supplies are reserved for regular consumer customers. Foreign material, in small supply, would be worth about 3s. 2d. to 3s. 3d. per lb.

VANILLIN.—Makers' prices continue unchanged: Ex clove oil or guaiacol, five cwt., 14s. 6d. per lb.; one cwt., 14s. 7 $\frac{1}{2}$ d.; 56 lb., 14s. 9d.; less than 56 lb., 15s., carriage paid in the United Kingdom.

Crude Drugs, etc.

FAIR consignments of some products have been coming to hand of late, and the shortage of supplies in this market is not nearly so general as was the case a few months ago. Some products, chiefly those shipped from the Mediterranean, continue scarce.

ACONITE ROOT.—The value of any spot root available would be about 140s. per cwt., ex store.

AGAR.—Some parcels are reported to have been landed this week, but their quality is stated to be poor. Spot values are fully maintained. Kobe No. 1,

about 8s. 3d.; No. 2, 8s. per lb. Yokohama No. 1, about 7s. 10 $\frac{1}{2}$ d. per lb. ex store, duty paid. No shipment offers from the source.

ALOES.—Isolated suggestions of shipment prices for Curaçao are around 27s. per cwt., c.i.f. Spot values are well maintained and supplies are limited, quoted at from 277s. 6d. to 300s. per cwt., ex store, as to quantity. Cap steady but in quiet demand; spot, 57s. 6d. to 60s. per cwt. Zanzibar, leave would be worth about 90s. per cwt., ex store, if available. It is reported from American sources that, owing to lack of rainfall, the Dutch West Indies also harvest was completed in the quarter ended June 30; production amounts to 1,100 cases.

ANTIMONY.—Values are level on the week. English 99 per cent., £90 p ton, delivered; foreign regulus, £90 to £93 per ton, duty paid.

BALSAMS.—Tolu continues in short supply and is quoted at 9s. 6d. per lb. Canada is valued at about 5s. 6d. per lb., and Copaiba, Para, about 3s. 6d. 3s. 9d. Peru is worth about 7s. 9d. per lb. Shipment, 7s. 6d., c.i.f.

BELLADONNA.—Spot quotations for both root and leaves are nominal. On odd small lots are likely to be available.

BENZOIN.—Market steady, demand quiet. Sumatra, spot, quoted at £5 10s. to £6 15s. per cwt., according to quality.

BISMUTH METAL.—Quoted unchanged: One dollar 25 cents per lb., ex store.

BUCHU.—Remains rather quiet, but values tend firmer and are now in the region of 2s. 9d. to 3s. per lb., ex store, according to quality and quantity.

CAMPOR.—Routine business, with spot values fully steady: Continent synthetic powder, 5s. 3d.; tablets, 5s. 6d. per lb., ex store. English refine quoted as follows: Flowers, one cwt., 5s. 9d.; 28 lb., 5s. 10d.; less than 28 lb. 5s. 11d. per lb. Transparent tablets, $\frac{1}{4}$ -oz., one cwt., 6s. 3d.; 28 lb., 6s. 4d. less than 28 lb., 6s. 5d. per lb.

CANTHARIDES.—Dealers' prices fully steady, supplies limited: Chinese flies are quoted at between 4s. 3d. and 4s. 6d. per lb., duty paid, and Russian if available, would be valued at about 6s. per lb., duty paid.

CARDAMOMS.—This market is unchanged on the week, and business has been of small account: Ceylon, spot, between 3s. 6d. and 5s. per lb., according to quality; Bombay seed, about 4s. 6d. per lb.; Mangalore seed, about 4s. 3d. Aleppy greens, about 3s. 2d. per lb.

CASCARA SAGRADA.—Occasional spot trade of modest dimensions; value fully steady. Spot, quoted at from 87s. 6d. to 97s. 6d. per cwt., as to age of bar. Shipment offers of this season's peel steady at from 65s. per cwt., c.i.f., with little interest shown.

CASCARILLA.—Dealers are quoting about 1s. 6d. per lb. for good silvery quality and about 1s. 4d. per lb. for siftings.

CHAMOMILES.—The value of medium-quality flowers, if available, would be about 400s. per cwt.

CHILLIES.—Mombasa quoted at about 125s. per cwt.; other varieties at lower prices. Zanzibar, f.a.q., 115s., spot. Sierra Leone, 112s. 6d. per cwt., spot.

CLOVES.—Market is quoted dearer: Spot, Zanzibar, advanced to 9 $\frac{1}{2}$ d.; shipment, August–September, 9d. per lb., c.i.f.; Madagascar, quoted dearer, 9d. duty paid and 8 $\frac{1}{2}$ d., in bond, buyers.

COCOA BUTTER.—The spot price of prime English is quoted as 1s. 1 $\frac{1}{2}$ d. per lb., duty paid, ex wharf; foreign, unchanged at 1s. 1 $\frac{1}{2}$ d. per lb., duty paid ex store London.

COCONUT (DESICCATED).—At the advance the market continues firm: Fin is quoted dearer at 37s. 6d. per cwt., and at up to 37s. per cwt., sellers.

COCOCYNTH.—Market neglected; dealers are quoting at about 1s. 8d. to 2s. per lb., according to quality.

DANDELION ROOT.—There are no spot quotations and no stocks are left in first hands. The autumn-dug domestic crop will be available shortly.

DERRIS ROOT.—A parcel testing about 17 per cent. ether extract and small rotenone content is quoted on spot at 7 $\frac{1}{2}$ d. to 8d. per lb., as to quantity. Spot stocks appear to be modest.

ERGOT.—The spot value for Spanish-Portuguese in fair quantity is now about 9s. per lb., ex store; shipment quotations from this source are rather easier at 7s. 4 $\frac{1}{2}$ d. to 7s. 9d. per lb., c.i.f. September–October shipment.

GAMBOGE.—Good quality Siam pipe continues to be valued at between £2 and £26 per cwt., duty paid. Inquiry is fair.

GENTIAN.—Small quantities of root are reported available, for which about 180s. per cwt. is being asked. Market practically bare.

GINGER.—West African is again dearer at 37s. 6d. per cwt.; shipment August–September, continues nominal. Jamaican, spot, small-medium 52s. 6d.; bold, in barrels, 85s. per cwt., ex store. Cochín, unwashed, 48s. per cwt., ex store; shipment, 35s. per cwt., c.i.f.

GUM ACACIA.—Kordofan cleaned sorts continues to be quoted on spot at about 87s. 6d. per cwt.; bleached, from 125s. to 150s. per cwt., as to quality shipment, new-crop, 45s., c.i.f., nominal.

HENNA.—Prices are firmly held and supplies are limited. Dealers are quoting leaves at prices ranging between 62s. 6d. and 80s. per cwt., ex store, for an material available.

HONEY.—Limited trade with spot values maintained: Stocks of all descriptions limited. Jamaican is quoted on spot at between 90s. and 105s. per cwt. nominal.

HYDRASTIS.—Not in much demand, values steady. Good-test root is valued on spot at about 22s. 6d. per lb.; untested material would be worth about 19s. per lb.

IPECACUANHA.—The small supply of Matto Grosso is held for 25s. to 26s. per lb., ex store. Minas is of interest, with dealers quoting spot from 11s. 6d. to 12s. 6d. per lb., ex store, as to test; shipment, September–October, about 7s. 6d. per lb., c.i.f. EXT. IPECAC. LIQ. is now quoted cheaper by the makers the price being 30s. per lb. for minimum lots of twelve winchesters. The reduction is due to admittance of Minas variety root under the official specification.

LAVENDER FLOWERS.—Good blue valued at about 2s. per lb., if available.
LOBELIA HERB.—Quoted on spot by dealers at about 9½d. to 10d. per lb., store.

MENTHOL.—A routine trade, with spot values steady. Japanese is dull and oted at 21s. to 22s. per lb., ex store. Chinese is of some interest, with spot ering at from 15s. 9d. to 16s. 3d. per lb., ex store, as to brand; shipment, ptember–October, 14s. 3d. per lb., c.i.f.

MERCURY.—No change in quotations: market steady. The price quoted warehouse London per bottle of 34½ kilos is £54 10s., without engagement d subject to confirmation.

NUTMEGS.—Market is steady and in small supply. West Indian, spot, 80's, ; 90's, 8d.; wormy and broken, 6½d. per lb.

ORANGE PEEL.—The value of bitter quarters is about 1s. 10d. per lb., ex ore; thin-cut, between 3s. and 3s. 4d. per lb., ex store. Supplies of this oduct are running low.

PEPPER.—Values for all descriptions are level on the week, market firm: mpong, in bond, spot, advanced, to 3½d. per lb.; shipment, August- ptember, 2½d., nominal, c.i.f. Tellicherry, spot, 4½d.; shipment, August- ptember, 34s. per cwt., c.i.f. Aleppy, spot, 4½d.; shipment, August- ptember, 34s. per cwt., c.i.f. White Muntok, spot, duty-paid, 5½d.; in nd, 5d, sellers; shipment, August–September, 4½d. per lb., c.i.f., nominal.

PIMENTO.—No further advance in spot quotations at 11½d. per lb., sellers; ipment, August–September, new-crop, 82s. 6d. per cwt., c.i.f., sellers.

PYRETHRUM.—About 180s. to 190s. per cwt. would represent the present ice quoted by dealers.

QUILLAIA BARK.—Approximately 85s. per cwt., ex store, would be wanted spot supplies.

RHUBARB.—Occasional demand, with prices well maintained. Rough-round, ee-quarters pinky, offered on spot at 4s. 10½d. per lb., duty paid, with all- ky from 5s. per lb. Recent landings of cases of Shensi are available at about 9d. per lb., ex store, for fair quality.

RUBBER.—Business quiet, values fractionally easier: Standard ribbed ooked sheet, spot, 12½d.; September, 12½d.; October–December, 12½d.; nuary–March, 12½d.; April–June, 11½d. per lb.

SEEDS.—**ANISE.**—Spot, Bulgarian, 95s., duty paid, and 90s., in bond. **ANARY.**—Spot, Morocco, quoted at 41s., duty paid. **CARAWAY.**—Dutch, spot, os., duty paid. **CORIANDER.**—Spot, Morocco, remains firm; sellers quote s. to 42s. 6d., duty paid, ex store London. No business has been reported at ese high prices. **CUMIN.**—Spot, Cyprus, 120s., duty free. **DILL.**—Spot, dian, 45s., duty free. **FENNEL.**—Spot, Indian, 55s., duty free; Iran, 50s. 55s., in bond. **FENUGREEK.**—Spot, Morocco, 21s., duty paid, ex wharf ndon, and 20s., ex store Liverpool. **MUSTARD.**—Spot, fine white, 66s. to s.; other qualities, from 62s. to 65s.

SENEGA.—Spot quotations vary to some extent, with sellers reported at the ghtly lower value of 3s. 7d. to 3s. 8d. per lb. for a fair quantity. September ipment is quoted at about 3s. 6d. per lb., c.i.f.

SENNA.—London stocks held for full prices; business of little consequence. st pale hand-picked Tinniveelly pods quoted at 10½d. per lb., with darker ades at between 6½d. and 7½d.; f.a.q., 5½d. per lb. for leaves, about 8½d. No. 1, 5½d. for No. 2, and 4½d. for No. 3. Hand-picked Alexandrian ntinue in short supply and values are nominal.

severe storms in the Tinniveelly district of South India, late in April, are reported (according American sources) to have destroyed approximately 3,000 acres of young senna plants in wetlands, or 60 per cent. of the wet acreage normally planted. The damage, it is estimated, result in the crop being 3,000,000 lb., or 7,500 bales, short of prime-quality senna.

SHELLAC.—Standard TN orange nominal on the spot at 80s. per cwt.; re button, 102s. 6d.; fine orange, 105s. to 150s. per cwt.

TAMARINDS.—West Indian quoted by dealers at approximately 38s. per t., ex store.

TRAGACANTH.—A limited trade in small quantities, with values unchanged d fully steady. Finest selected white ribbon, £90; No. 1, white, £85; o. 2, white, £70; No. 3, white, £55; pale leaf, £30; amber leaf, £22; red f, from £10 10s.; woody and hoggy, from £5. Prices are per cwt., ex store.

TURMERIC.—Spot, Madras and Rajapore finger, 42s. 6d. to 45s. No freight t available for shipment from India.

WAXES.—**BEES'.**—Firm on a quiet market. Spot, from 170s.; in bond, 5s.; shipment, Dar-es-Salaam, 155s. per cwt., c.i.f. Japanese, first three ands, spot, 120s., duty paid; 110s. in bond; shipment, 110s., c.i.f. **CARUBA.**—Fatty grey, 350s.; chalky grey, spot, 330s.; Primeira, spot, 450s.

Essential and Expressed Oils, etc.

MODEST spot business is reported, with conditions quite steady. British tilled clove is a point easier. Fair quantities of Australian eucalyptus are e for shipment. Algerian and Bourbon geranium oils are running short and ees for good oil tend dearer. Rosemary and palmarosa are slightly dearer ward.

ALMOND.—Steady, with business in small quantities. Expressed, about 8d. to 3s. 11d. per lb., in cwt. lots; smaller quantities, up to about 4s. 3d. r lb., ex store. Genuine French bitter is quoted at about 14s. 6d. to 15s. 6d. r lb., ex store.

ANISE.—Business in lots of a case or two, values fully steady. Spot, tins in ses, from 4s. 6d. upwards; drums, about 4s. 6d. per lb., ex store. No definite ipment offers.

AVOCADO PEAR.—Quotations unchanged; market fully steady. Spot is lued at about 55s. to 57s. per gall., delivered, with smaller quantities at gher prices.

BAY.—Quiet, with prices well maintained. Spot, about 5s. 6d. to 6s. per ., ex store, according to quality.

BERGAMOT.—Spot values continue nominal, and prices would have to be otiated between buyer and seller. Artificial products are being offered by itish makers at attractive prices.

BOIS DE ROSE.—Continues firm for limited spot supplies. Spot, between 10s. 6d. and 11s. per lb. Shipment, in the region of 9s. to 9s. 3d. per lb., c.i.f., in drums.

CASSIA.—Stocks on the small side, demand quiet, values firm. Spot, if available, would be worth about 6s. 3d. to 6s. 6d. per lb. No shipment offers.

CITRONELLA.—The demand is chiefly for the Ceylon oil, on Government account, with prices keeping steady. Java, spot, from 2s. 6d. to 3s. per lb.; shipment, about 1s. 9d. per lb., c.i.f. Ceylon, spot, 2s. 4d. to 2s. 6d. per lb., in drums; small quantities, up to 3s. per lb.; shipment, about 1s. 6½d. per lb.

CLOVE.—Madagascar, steady at about 5s. 6d. upwards per lb., in drums, if available. English, described as distilled from Zanzibar buds, is now quoted at from 6s. 9d. to 7s. per lb., as to quantity. Supplies appear adequate.

EUCALYPTUS.—Firm on a rather dull market. 70 to 75 per cent. oil con- tinues to be quoted at about 4s. to 4s. 6d. per lb., according to holder; ship- ment prices are nominal at about 3s. per lb., c.i.f. Fair supplies are due to come forward.

GERANIUM.—Spot supplies of Bourbon and Algerian are tending dearer and are now in the region of 35s. to 37s. 6d. per lb., for any good-quality oil available. No shipment offers are available.

GRAPEFRUIT.—The value of genuine Californian oil would be about 12s. 6d. per lb., and genuine Florida about 11s. 6d. per lb.

LEMON.—No quotations are available for this oil, and values of hand- pressed would have to be negotiated. Californian distilled is quoted at about 10s. per lb., nominal. There is difficulty in securing freight from Los Angeles, but goods can be sent overland to New York for an extra charge of 5 cents per lb.; there are no shipment prices available for cold-pressed. British makers are offering artificial substitutes at attractive prices.

LEMONGRASS.—Spot is quoted at about 4s. to 4s. 6d. per lb.; shipment, up to about 3s. per lb., c.i.f. Market has been quiet.

LIME.—Genuine West Indian continues to be quoted at about 30s. per lb., with other qualities at lower prices.

LINSEED.—The controlled price for large bulk quantities of crude, naked ex works, is unchanged at the recent reduction to £44 per ton. Distributors' prices for ordinary quantities of crude or boiled, packed and carriage paid, would be at higher figures.

NEROLI.—The pure French oil, if available, would be valued at about 80s. per oz. British artificial substitutes are offering at attractive prices.

OLIVE.—The Ministry of Food controlled price paid by importers for large bulk quantities in 50-gall. drums is unchanged. Distributors' prices for a few gallons, packed in gallon tins, carriage paid, now range from 12s. 6d. to 13s. 6d. per gall., according to quantity.

ORANGE.—A limited volume of trade is passing, with spot prices for good oil well maintained. French Guinea oil, about 6s. to 6s. 6d. per lb., according to quantity. Some Rhodesian oil is reported available at about 8s. 3d. per lb. Californian is quoted in sterling at 4s. 10d. per lb., in small drums, ex store, duty paid, limited supplies only being available. Shipment can be effected by transit overland to New York, at an extra charge of five cents per lb.

OTTO OF ROSE.—The spot value of Bulgarian would be in the region of 60s. to 70s. per oz.

PALMAROSA.—Firm and unchanged. Spot, approximately 12s. 6d. per lb., ex store; shipment is rather dearer and now up to 10s. 9d. per lb., c.i.f.

PEPPERMINT.—Business has mostly been restricted to sales of odd cases, with values fully steady. Japanese, spot, about 9s. 6d. per lb. Chinese, spot, from 7s. to 7s. 3d. with sales reported. Shipment, September–October, 6s. 3d., c.i.f., subject to freight being available. American natural oil, steady at 14s. 3d., in drums, and 14s. 6d. in tins in cases, c.i.f. Spot, steady at about 16s. per lb., ex store.

PETITGRAIN.—Spot continues to be well held for about 10s. 6d. to 12s. 6d. per lb., nominal; it is still proving difficult to obtain shipment offers, and none can be traced on the London market at the moment.

ROSEMARY.—Spanish oil is valued on spot at about 5s. 6d. per lb., ex store; shipment is dearer and most offers are now at 4s. 9d. per lb., c.i.f.

SANDALWOOD.—Genuine East Indian Mysore, in one-case lots, 19s. per lb. East Indian, produced outside the province of Mysore, 18s. per lb. for bulk quantities. English-made West Indian, 15s. per lb.; Australian, one-case lots, 16s., and five-cwt. lots, 15s. 6d. per lb.

SPIKE.—Small demand on a firm market for genuine oil. Spanish, good quality, is quoted at between 10s. and 12s. per lb., ex store; shipment, about 10s. 6d. per lb., c.i.f.

VETIVERT.—Bourbon, spot, quoted at about 35s. per lb.; Java, about 30s. per lb., ex store.

WORMSEED.—Steady and unchanged. Spot, about 24s. 6d. per lb.; ship- ment, about 23s. per lb., c.i.f.

Synthetics.—The following are the current prices:—**AMYL ACETATE**, pure, 110s., technical, 105s. per cwt., in cwt. cases; small quantities, up to 2s. per lb. **AMYL SALICYLATE**, 3s. 3d. to 3s. 9d. per lb. **AUBEPINE**, ex para cresol, 16s. to 17s. per lb., nominal; ex anethol, 16s. to 17s. per lb. **BENZALDEHYDE**, dearer at 3s. to 3s. 9d., nominal and scarce. **BENZYL ACETATE**, 2s. 9d. to 3s. 3d. per lb. **BENZYL ALCOHOL**, 2s. 6d. to 3s. 6d. per lb., nominal. **BROM- STYROL**, 100 per cent., 17s. per lb. **CITROL**, chemically pure, 9s. to 11s. per lb. for good quality. **COUMARIN**, English makers quote nominal at about 13s. 6d.; imported material, up to 25s. per lb. or more. **ETHYL PHTHALATE**, about 1s. 6d. per lb. for cwt. lots and up to 2s. 9d. for smaller quantities. **EUGENOL**, 9s. to 11s. per lb. **GERANIOL**, ex palmarosa, rather dearer at 22s. per lb. **HELIOTROPIN**, 100 per cent. crystals, quoted nominal at 25s. per lb. **ISO- EUGENOL**, 11s. to 12s. per lb. **METHYL ANTHRANILATE**, 16s. per lb., nominal. **MIRBANE**, cwt. lots, 9d. per lb.; small quantities at higher prices. **MUSK KETONE**, price now 30s. per lb. **MUSK XYLOL**, 9s. per lb. **MUSK AMBRETTE**, 27s. 6d. per lb. **PHENYL ETHYL ALCOHOL**, 14s. 6d. per lb., nominal. **SAFROL**, pure, firmer at from 8s. to 8s. 6d. per lb. **TERPINEOL**, 2s. 3d. to 2s. 9d. per lb., nominal.

CORRESPONDENCE

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Peterborough Chemists' First-aid Scheme

SIR,—The following scheme, which has been drawn up between the Peterborough Chemists' Association and the City Council, may be of interest to other chemists. Chemists' shops in a list prepared are recognised as Auxiliary Dressing Stations. Nine shops are listed as available during business hours. After business hours and during the night these are reduced to five shops, at each of which the proprietor lives on the premises, *personnel* from other shops assisting. The multiple shops are not participating in the scheme, but the *personnel* of some assist at other shops during a night raid. The chemists concerned have bought their own steel helmets as a small contribution towards the national effort. The City engineer is getting out an "Auxiliary Dressing Station" sign, to display at each of the premises. All the *personnel* are qualified first-aiders, their instructors being the "top-notchers" in the St. John Ambulance Brigade in the City. On the air-raid signal being given all chemists listed attend at their respective premises. In the event of an air attack on the city, the chemists are in a position to render first aid, record treatment on triplicate forms supplied by the Local Authority, and send the patient to the most convenient First-aid Post, the Local Authority making arrangement to remove stretcher cases. The chemists have their own motor ambulance available if necessary, and have a system whereby they can transfer to that part of the City in which first-aid may be most necessary. They keep available an adequate stock of dressings without committing the Local Authority to any expenditure except in regard to dressings, etc., actually used on injured persons. The Local Authority has supplied splints, triangular bandages and tourniquets. It has been made known to the general public that the chemists' shops participating in the scheme will be open not only during the daytime but also as soon as possible after any area attack. The chemists in the scheme are regarded as auxiliary Air Raid Precaution volunteers. No gas cases will be received at chemists' premises, but members are taking an anti-gas course and a home-nursing course in the near future.

Yours faithfully,

B. WRIGHT.

Secretary, Peterborough Chemists' Association.

Possible Changes in Pharmacy

SIR,—Mr. R. Gunn (*C. & D.*, August 24, p. 110) writes that the future and post-war conditions in pharmacy will show vast and fundamental changes. Those of us who were in business before the last war will remember that we emerged from those four years into an entirely changed world, yet could any of us state with conviction that pharmacy was any the better for it? Before that war a qualified man could always find a suitable job; since then there have been many periods when an advertisement of a vacancy has brought dozens of replies. Pharmacies sprang up in all directions after the last war, and many of them still barely pay their way. One-price bazaars have been opened in all districts, with counters of chemists' goods, and the manufacturers have rushed to cater for this trade by packing their products in 3d. and 6d. sizes. Clinics and welfare have been established that can sell their medicines at prices below those at which the chemist can buy them wholesale, and the infant-food trade has disappeared. Also we have had a new Pharmacy Act, but can any pharmacist give one instance of a way in which he has been benefited by it? Finally we have been saddled with many new regulations and restrictions, including the Dangerous Drugs Act and the Fourth Schedule. If the changes after this war are to be on the same scale and in the same direction as after the last, what will there be left for the retail chemist?

Yours faithfully,

QUO ANTE BELLUM (24/8).

Paper Restrictions

SIR,—One good thing about the new paper restrictions (*C. & D.*, August 24, p. 97) is that they will stop much of the waste of advertising matter which has been prevalent in recent years. Nearly every morning the chemist would find in his post circulars accompanied by reprints of advertising matter appearing in daily and other papers. Another form of waste occurred in house-to-house distribution of circulars, two or three being placed in each door, and I have seen whole bundles thrown on to waste ground. This could be prevented by adequate supervision, but even since the war began I have found two or three circulars from the same firm in my letter box. At one time I regularly used circulars of the type suitable for wrapping proprietaries, but I never traced any additional sales attributable to them. On the other hand, it is curious to note that circulars which I enclosed in the cartons of my own-name lines frequently brought back customers, I could only conclude that the wrapper was torn off and thrown away, the others being in the carton with a medicine were read. Prohibited production of advertising showcards, display cards or dummy cartons will bring about a change in the style of window dressing. Some displays have

been little more than a collection of showcards and dummies of nationally advertised proprietaries, and if a shortage of these leads to a more prominent display of pharmaceutical lines, packed drugs and medicine it may help to give a more professional appearance to the chemist's shop. Also it may prove that there is still a demand for these lines as a public which knows the difference between chemists and general shopkeepers. In some businesses that have a considerable credit custom, much waste of billheads and envelopes is caused by sending in accounts month after month. In present conditions, when retailers have to meet bills promptly, customers should be obliged to do so too.

Yours faithfully,

ANTI-WASTE (25/8).

MISCELLANEOUS INQUIRIES

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

Cuticle Softener.—*A. B. L.* (12/8).—A modern formula for cuticle-softening cream is as follows:—

Cholesterin absorption base	..	..	..	25.0
Soft paraffin	..	..	..	17.0
Beeswax	..	..	..	10.0
Sulphonated castor oil	..	..	..	24.0
Sodium lauryl sulphate	..	..	..	4.0
Trisodium phosphate	..	..	..	2.0
Water	..	..	..	17.5
Perfume (alkali stable)	..	..	..	0.5

Melt the first four ingredients together. Dissolve the phosphate water, add the sodium lauryl sulphate and heat to 80° C. With rapid stirring add the melted fats. Mix until cool and add the perfume.

Dandruff Lotion.—*F. W. & Co.* (12/8).—A spirituous lotion for the treatment of dandruff can be made as follows:—

Castor oil	..	..	..	15.0
Cresylic acid	..	..	..	0.5
Pine tar oil, rectified	..	..	..	1.0
Potassium sulphate	..	..	..	0.75
Oil of thuja	..	..	..	0.5
Oil of lavender	..	..	..	0.5
Alcohol	..	..	..	81.75

Dissolve the castor, thuja and lavender oils in the alcohol; then add the rest of the ingredients.

Alopecia Lotion.—*B. S. W.* (13/8).—A suitable formula for this type of preparation is as follows:—

Resorcinol	..	..	..	0.28
Soft soap	..	..	..	0.46
Pine tar oil rectified	..	..	..	2.7
Potassium sulphate	..	..	..	3.0
Water	..	..	..	93.31
Perfume	..	..	..	0.25

Dissolve the potassium sulphate in half of the water. Dissolve the resorcinol in the remainder of the water. Mix the perfume and pine tar oil with the soft soap and then rapidly mix this with the resorcinol solution. Finally add the potassium sulphate solution.

Marienbad Obesity Tablets.—*D. W.* (22/8).—A formula for Marienbad tablets is as follows:—

Sodium sulphate, dried and powdered	..	..	5 gm.
Sodium chloride, dried	..	..	..
Sodium bicarbonate, of each	..	..	2 gm.
Potassium sulphate	..	..	0.5 gm.
Lithium carbonate	..	..	1 gm.
Extract of cascara	..	..	5 gm.
Powdered cascara	..	..	a sufficiency

Make into tablets of 4 gr. (0.25 gm.). This can also be made into pill form. *Dose.*—One or two tablets before the two principal meals.

Muscle Oil.—*P. B. L.* (26/8).—Although this type of preparation is open to much criticism by the cosmetic industry, it is believed to produce, when massaged into the skin, a softening effect on the horny layer of the epidermis. The following is a typical formula for a muscle oil:—

Cholesterin	..	..	..	2.0
Lecithin	..	..	..	1.0
Olive oil	..	..	..	20.0
Almond oil	..	..	..	20.0
Mineral oil	..	..	..	56.6
Perfume	..	..	..	0.25
Preservative	..	..	..	0.15

Spiced Vinegar.—*F. M. P.* (22/8).—The following is a formula for spiced vinegar:—

Cloves	..	..	..	2 lb.
Pimento	..	..	..	2 lb.
Cinnamon	..	..	..	1 lb.
Ginger	..	..	..	1 lb.
Vinegar	..	..	..	8 gall.

Soak the spices in the vinegar for twelve hours, then place in a suitable pan and bring to the boil, next simmering gently for one hour. The strain off the fluid portion and add sufficient vinegar to produce 8 gallons.

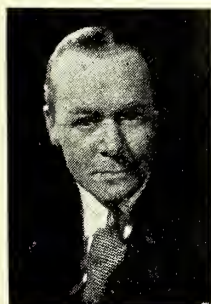
What is Happening to the Business of J. W. SIMPSON (Chemist) Ltd.

A glimpse behind the scenes. New Management.
A frank facing of facts and a welcome trading policy.

From 1933, when the business was first started, J. W. Simpson's Locketts and Iodine Products were a sweeping success. Backed by stupendous, but unfortunately rather wild and exaggerated mail-order advertising, the volume of business in three years reached unimaginable proportions, which culminated in a Company, with substantial capital, being formed to handle it.

Mr. Simpson's basic idea was absolutely sound medically and commercially. It was that most people are deficient in Iodine and could best acquire the needed supplement, either by inhalation or absorption through the pores of the skin. He therefore produced a range of products designed, not only to serve their primary function, but also to feed tiny traces of Iodine to the system, the vital element ensuring proper functioning of the thyroid gland, which regulates physical and mental development, and gives robust resistance to air-borne disease.

The medical profession has known of the extreme importance of Iodine to the human system for years. So important, in fact, is Iodine that, without any, human life could not be maintained at all. Doctors have known, too, of the deficiency of Iodine in all human beings, living under the artificial conditions of modern life; and it was widely recognised that anything which could feed to the body a minute quantity of this essential element, hour by hour and day by day, was not only good, but would have far-reaching, beneficial effects. Not the least of these would be the ability to ward off germ disease, chief of which is the common cold and influenza.



Mr. W. R. Crowe

Unfortunately, Simpson was wrongly advised upon his advertising. How wrongly the years between 1936 and 1939 were to show. The business developed almost like a plant, fed with an overdose of fertiliser. It shot up quickly, before its root system had formed, and then followed the inevitable droop of unnatural growth. Exaggerated and dramatic claims had played their part for a while, but, as with all overstimulation, reaction set in.

The publication of this type of advertising over such a protracted period was more than a business mistake: it was a tragedy. Simpson had sound products—so sound, in fact, that they needed no exaggerated statements, nor ill-founded claims to sell them. But the products, as portrayed in the Press, appeared to intelligent folk as doubtful merchandise, and the trend of sales inevitably took a downward turn.

In 1937 Mr. Simpson died, and with him disappeared outstanding drive and energy. The position was further complicated because the business was now changing over to distribution



Last Season's 64.8% Sales Increase in Socks is largely attributed to this Display Box.

through wholesale and retail outlets. But notwithstanding this, mail-order advertising was continued for a further two years. It proved totally uneconomical, and in the autumn of 1939 drastic changes were made.

The management of the business on re-organisation was vested in Mr. W. R. Crowe who has been, for something over twenty years, engaged in marketing proprietary branded products with more than average success. It was he, in fact, who worked with Don S. Momand in putting "Steradent" on the market, from its inception until it was acquired by Messrs. Reckitts of Hull. He was also closely associated with the marketing of Tek Toothbrushes, Silvikrin, and many other staple and progressive sellers in the pharmaceutical trade.

As a result, drive and energy have again been brought into the business, but this time coupled with seasoned experience in marketing through the retail trade along established and accepted lines whereby the retailer is a protected partner in the enterprise and gets his full share of all business developed.

Arrangements were at once made for proper representation of the Company through an estab-

lished house who had salesmen regularly calling on the trade, and a policy of 100 per cent. support to the wholesale and retail trade adopted. Mail-order advertising, for example, ceased. Simpson advertising in future will direct all trade to the retailer, who will be supported by expertly designed display material and encouraged by liberal bonus offers, shaped by a conservative and not a "loading" policy. Chemists are further encouraged to support the lines by generous discounts for window and counter display, the maximum being 10 per cent. over and above the normal retail terms.

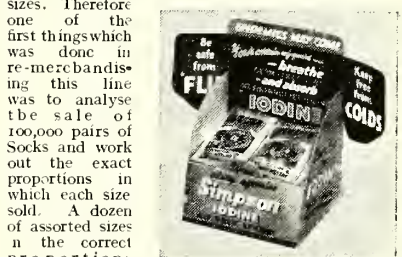
This new trading policy involved the problem of re-packaging, the old packs being little more than containers, carrying a prominent display of the name of the product and the trade mark. No attempt whatever had been made to utilise the containers for display purposes as counter and window advertising units and thus help the retailer to sell.

Mr. Peter Ray was commissioned to do most of this important work, and already he has turned out some extremely attractive designs. Other designers have contributed the very strong display box for Socks, which made its first appearance in February last, and the sales-compelling, "self-serve" display unit for Locketts now available. New counter boxes, too, for Soap, Foam Bath, Bath Cubes and Shaving Sticks are ready.

The new policy is now beginning to get fully into its stride and it is significant to note that the decline has been stopped and some of the lines are showing, already, a marked upward trend. The famous Simpson Iodine Socks, for example, during the four peak months of last season showed an increase of 64.8 per cent. over the sales made in the corresponding period in the previous year.

Mr. Crowe tells us that he is of the opinion that much of this increase resulted from the use of the new display box. It not only gave the retailer a first-class opportunity of advertising the product in his shop, but solved another difficulty which had been inherent in this product.

Retailers had always been chary of ordering dozens of each size because of the fear that they would get stuck with the remnants of the least popular sizes. Therefore one of the first things which was done in re-merchandising this line was to analyse the sale of 100,000 pairs of Socks and work out the exact proportions in which each size sold. A dozen of assorted sizes in the correct proportions was then offered to the retail trade in the display boxes referred to above so that the retailer buying this unit knew that all sizes would sell out more or less at the same time.



The new Display Box for Locketts now available.

The problem which faces J. W. Simpson (Chemist) Ltd. in future is not an easy one especially with the increased trading difficulties due to the War, but they have made an excellent start. The progressive firm of pharmaceutical distributors, J. E. Cross & Co. Ltd., of 11 Diana Place, London, N.W.1, have now been appointed sole selling agents and may be relied upon to add their quota of new blood to the drive.

Further, we hear that an attractive and unusually generous bonus offer will shortly be made and advertising in the autumn and winter has been greatly increased. All these indications point strongly to the fact that the present policy of J. W. Simpson (Chemist) Ltd. is sound, and acceptable to the retail trade, and, given reasonable time, Simpson lines should again be taking their place on chemists' counters as leading sellers. They are "C.F." lines.

GUMS

Acacia
Tragacanth
Karaya
Benzoin
Copal
Mastic
Damar

SHELLACS

and

WAXES

Japan Wax, White
Bees Wax, Candelilla
Wax, Carnauba Wax

Official Agents:

ANGELO BROS. LTD
SHELLACS

In natural
and powder
form

A.F. SUTER & CO. LTD

133 FENCHURCH ST., LONDON, E.C.3

Phones, Mansion House 0347 (2 lines). Grams, Suterresin, Fen, London

HOWARD LLOYD & Co., Ltd.

Manufacturing Chemists

LEICESTER (Est. 1884)

'PHONE : LEICESTER 5423



Consult us for your
WAR TIME
REQUIREMENTS

PILLS • TABLETS • CAPSULES

SPECIALISTS

in the manufacture
of these goods over
a period of 50 years

KOMPO
FOR
COLDS

**Wholesale
Prices**

1/3 Size
11/6 per dozen net
3/- Size
27/6 per dozen net

Carriage Paid Gross Quantities
or equivalents

Manufactured only by
J. F. WHITE & CO., LTD., Chemists
BENSON STREET, LEEDS 7

TRAGACANTH**SPECIALISTS IN B.P. POWDER**

Also Technical and Industrial qualities. All Grades of Whole
Flakes as imported. Samples and prices on request.

FREUDENTHEIL, SMITH & Co., 21 Mincing Lane, London, E.C.3
Tel. Address: 'Freudenruf' Tel.: MANSION HOUSE 6600 Estd. 1826

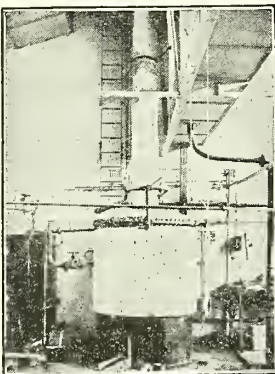
PATTINSON'S BRAND

Cream of Magnesia

Ask us to send you 12oz. sample bottle FREE

THE WASHINGTON CHEMICAL COMPANY

BRANCH OF TURNER AND NEWALL LIMITED
Washington Station, County Durham

**BURNSIDE'S EUCALYPTUS OILS**

Distilled in Australia by the largest distillers and refiners of Eucalyptus
Oils in the world—**W. K. BURNSIDE, PTY., LTD., MELBOURNE, AUSTRALIA.**

80/85% B.P.
Oil Euc. Dives 40/45%
Oil Euc. Citriodora

70/75% B.P.
Piperitone 90/95%
Oil Euc. Phellandra

... Phellandrene ...

UNIFORMITY OF QUALITY • CONSISTENCY OF ODOUR

Agents for U.K. : **WILSON & MANSFIELD LTD.**
15 Philpot Lane, London, E.C.3
(WHOLESALE ONLY)

'Phone : MANSION HOUSE 9264-5-6
'Grams : WYFIELD, LONDON

Where quality is an essential
use

STURGE CITRIC ACID

★ The granular form of Sturge Exsiccated
Acid is easier to handle and has
therefore special advantages in
manufacturing processes. ★

JOHN & E. STURGE LTD., 1 WHEELYS ROAD, BIRMINGHAM, 15

MANUFACTURERS OF FINE CHEMICALS SINCE 1823

Chemicals

PHARMACEUTICAL
AND TECHNICAL

ACIDS
CITRATES
MERCURIALS
SCALE PREPARATIONS
BISMUTH SALTS
HYPOPHOSPHITES
STEARATES
ETC.

THOS. TYRER

AND COMPANY, LIMITED
STRATFORD, LONDON, E.15

Phone: MARYland 4874 (5 lines)
Telegrams: "Tyremicus Phone London"

SPECIALISTS

for over 40 years
in the Manufacture of:—

TABLETS & PILLS

LOZENGES, SUPPOSITORIES
GENERAL PHARMACEUTICAL
PREPARATIONS

- Packed under your own Brand
if desired
- EXPORT ENQUIRIES
INVITED

MATTHEWS & WILSON

LIMITED

ESTABLISHED 1894

6 and 8 Cole Street, London, S.E.1

'Phone: HOP 2147-8

'Grams: Pilleo um, Sedist, London

*Now the signposts
are dumb—*



It is not only the *road* signs that have vanished; business tendencies are also without recognisable indication. Occupational and locational changes, increasing taxation, uprooted habits . . . all these, and other divergencies from the normal life of the country, combine to fog the future.

Amid these cataclysmic changes what can stand fast? Not the products of mushroom growth. Nor those depending more on publicity schemes than on admitted value for their continued sale.

Discovered 150 years ago by the great Vaccination Pioneer, "Dr. Jenner's Lozenges" weathered the Napoleonic and the 1914-1918 European crises, and all between. Endorsing the inherent virtue of this time-proved remedy for all Digestive Disorders is its continued and increasing recommendations through five generations of Physicians.

SPECIAL BONUS TERMS

**30/- to £3
Parcel**

Bonus: Two 1/3 "Dr. Jenner's Absorbent Lozenges" for 30/-; and one more for each 15/- beyond. Carriage Paid.

**Over £3
Parcel**

(1) Bonus of 1 to the dozen on both "Jenner's" and "Medilax."

(2) P. A. T. A. Quantity Discounts.

(3) 5 per cent. Discount for 14 days' display.

Carriage Paid.

SAVORY & MOORE Ltd.

Standard Works, Lawrence Rd., Tottenham, N.15



Dr. JENNER'S
ABSORBENT LOZENGES BRAND DIGESTIVE TABLETS



NOW *is not too soon!*

Better late than never, but **NOW** is not too soon to start selling Box's Pills.

They've been earning good profits for a steadily growing number of Pharmacists for over 50 years and could be doing so for **YOU, TO-DAY.**

BOX'S PILLS

P.A.T.A. Retail Prices
1/3 3/- 5/- & 22/-

W. H. BOX, 161 KING ST., PLYMOUTH

Is it Price-Protected by the P.A.T.A. ?

By joining the P.A.T.A. nearly four hundred proprietary manufacturers have protected their prices and profits and thus demonstrated their goodwill to the retailer. The P.A.T.A. Year Book and Protected List enumerates these price-maintenance manufacturers and their proprietary articles.

On all proprietaries protected by the P.A.T.A., the retailer is assured of a fair and guaranteed profit. P.A.T.A. minimum retail prices are enforced, and the allowance of dividend rebate or bonus is prohibited.

If you are not sure that a line is "on the P.A.T.A.," refer to this List, and if it is not there, ask the maker the reason why!

**CONSULT THE PROTECTED LIST AND
SUPPORT THOSE MANUFACTURERS**
who protect prices and profits through the P.A.T.A.

**THE PROPRIETARY ARTICLES
TRADE ASSOCIATION**

43 Gordon Square, LONDON, W.C.1.

THREE WORDS TO THE CHEMIST

DO IT NOW!!

IF YOU WANT TO ENSURE YOUR SUPPLIES OF

**MALT EXTRACT
& MALT AND OIL****REGISTRATION.**

Owing to prevailing conditions it is most essential that registration for malt and oil should be made immediately if you are to be sure of your supplies this winter. Please write at once for samples, prices, range of labels, etc., and make sure of YOUR full share if Malt and Oil is rationed.

SPECIAL BULK ORDERS.

We are particularly well placed to quote for supplies to Hospitals, Clinics, Corporations and other bulk buyers. We make to any special formula or individual requirements either for home or abroad.

*Make sure of a complaint-free winter by selling****"The Malt that Cannot Crystallise"*****JEFFREYS, MILLER & CO., LTD.**

LEYLAND MILLS, WIGAN. LONDON DEPOT, 19-25 Brookside Road, Upper Holloway, N.19

TELEGRAMS: MALTUM, WIGAN TELEPHONE: WIGAN 2327

Phone: ARCHway 3627

In unskilled hands !

The value in emergency of a reliable germicide which can be used quickly without danger or discomfort, makes 'Dettol' more than ever today the antiseptic for everybody's use.

Its high germicidal efficiency and its gentle action upon tissue, permits safe, rapid healing. These properties have won for 'Dettol' a trusted place — not only in the surgical and maternity wards of great hospitals — but wherever prompt aid and protection against infection may be needed.



'Dettol' is packed in attractive bottles. It sells at a reasonable price. 4 oz. size 1/-, 8 oz. size 1/9, 16 oz. size 3/-. Larger sizes for Medical and Hospital use.

'DETTOL'

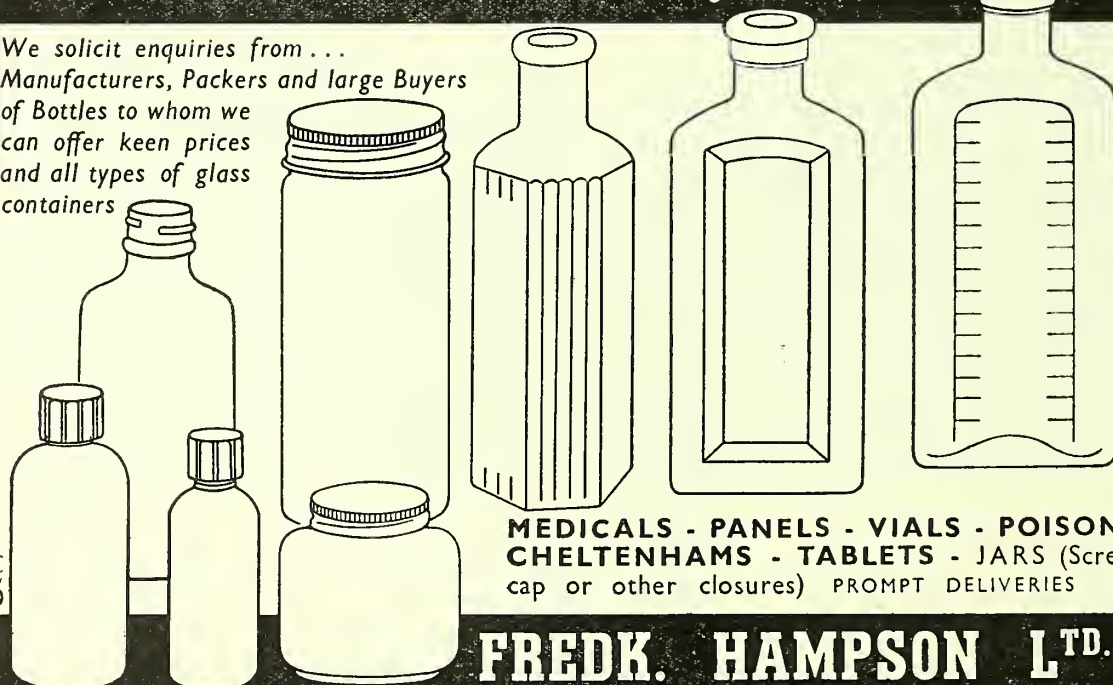
TRADE MARK

THE MODERN ANTISEPTIC

RECKITT AND SONS, HULL AND LONDON. (PHARMACEUTICAL DEPT. HULL)

BOTTLES...with Selling Power!

We solicit enquiries from...
Manufacturers, Packers and large Buyers
of Bottles to whom we
can offer keen prices
and all types of glass
containers



MEDICALS - PANELS - VIALS - POISONS
CHELTENHAM - TABLETS - JARS (Screw
cap or other closures) PROMPT DELIVERIES

FREDK. HAMPSON LTD.

ESTABLISHED 1851

PERSEVERANCE GLASS WORKS SALFORD. 5

TELEPHONE: TRAFFORD PARK 0814-5

ZEAL

Clinicals

The Choice
of Experts

BRITISH
MADE



**NO HIGHER
IN PRICE THAN
NONDESCRIPT
MAKES**

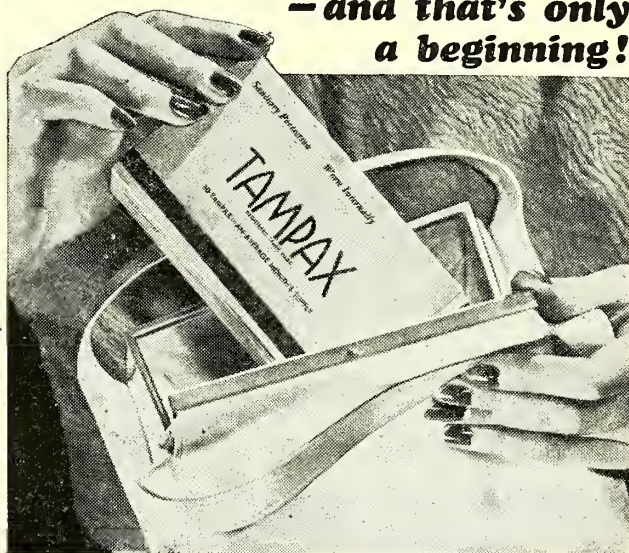
Also Household, Bath
and Works Thermometers,
the best of their kind

G. H. ZEAL LTD.
LOMBARD RD., MORDEN RD.,
LONDON, S.W.19
Phone : Liberty 2293-4-5



50,000,000 TAMPAX SALES

**-and that's only
a beginning!**



During the past three years sales of Tampax (sanitary protection worn *internally*) have risen steadily month after month. They are still rising. There are special reasons why:

- 1** Tampax is safer, simpler, more comfortable and more certain than the old belt and safety pin methods. Modern women prefer it.
- 2** Tampax has the approval of doctors and nurses.
- 3** Tampax once sold *stays* sold with steady repeat orders every month.
- 4** Tampax has only to be shown in the window or on the counter to be asked for.
- 5** Tampax is advertised continuously to nearly 8,000,000 women through their favourite journals.
- 6** Tampax brings an average monthly profit of 4½d. on each 1/6d. packet sold.
- 7** Tampax turnover is swift and the small packets cost little in shelf space.
- 8** Tampax can be delivered on demand from all wholesalers.
- 9** Tampax has not risen in price—and will not so long as existing popular price level can be maintained.
- 10** Tampax creates customer confidence and encourages business for other good lines as well.

If you are not already stocking Tampax write to-day for terms. Attractive display matter is sent with order.

TAMPAX TRADE TERMS

P.A.T.A. PRICES

- ★ PACKETS OF 10 Wholesale 13/6 DOZ. Retail 1/6 PACKET
- ★ PACKETS OF 6 Wholesale 9/- DOZ. Retail 1/- PACKET
- ★ PACKETS OF 3 Wholesale 4/6 DOZ. Retail 6d. PACKET

Manufactured in England by Tampax Ltd., 10 Bolton Street, London, W.1. Factory: Belvue Road, Northolt, Middlesex.

SOLE DISTRIBUTORS: SPLENDOR LTD
5 BEASTMARKET HILL · NOTTINGHAM

ARTHUR BERTON LTD.

"BRITANNIA HOUSE"

256/260 Old Street, London, E.C.1

have been, for over

90 years,

specialists in the

manufacture of

SURGICAL DRESSINGS

SPECIAL TRADE ANNOUNCEMENT

There is No Shortage of

**HUMANISED
TRUFOOD****OR****FOLLOW-ON
TRUFOOD**

Statements appear to have been made that there is a shortage of Trufood Products.

We have pleasure in announcing to all our Customers that there is no such shortage. We have ample stocks of all materials to meet immediate requirements, and plans made for the future will ensure the maintenance, both of the quality of the products and the quantity necessary for our Customers' needs.

A special Advertising Campaign is now

appearing in the Press featuring the value of Humanised Trufood and Follow-On Trufood in war-time conditions.

This is part of our consistent policy over many years of educating the Nurse and the Mother in the essential importance of correct infant feeding.

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TFT/1/29

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The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C. 2

AUGUST 31
1940

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YORKSHIRE and Northern Counties.—Representative wanted to call on Chemists with two nationally advertised lines. Good salary, commission and expenses. Excellent prospects for the right man. Preference given to applicant possessing a car. Please give in confidence age, experience and full details to 368/491, Office of this Paper.

CHEMIST for D.D.A. and Poisons Stock and Records. Particulars of experience to 369/508, Office of this Paper.

FOREWOMAN required for supervision of packed goods department in West Country laboratory. Position offers scope for woman with experience and initiative. Must be good disciplinarian and used to handling staff. Apply, stating salary required, together with full particulars to 369/510, Office of this Paper.

INVOICE Clerk required for London Wholesale Druggists. Write, stating experience, etc., 365/381, Office of this Paper.

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SITUATIONS WANTED

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WHOLESALE

D.D.A.S. POISONS, etc., Stocks, Counter, Records; home and export, wets or drys; over military age. 12 Tasmania Terrace, London, N.18.

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